

# MACLEAN'S

MAY



TWENTY CENTS A COPY

TWO DOLLARS A YEAR

MACLEAN PUBLISHING COMPANY

LIMITED  
TORONTO

A Sweater Coat for You

to protect your health, to enlarge your own life.

It performs an everyday service in all conditions.

Let it serve you



# Monarch Knit

"Monarch Knit" is the standard for style, quality and workmanship. Ask your dealer to show you our lines.



## Some "Monarch Knit" Lines for Spring and Summer Wear

These can be put to give you the idea of the completeness of our 1914 Spring and Summer Range. If you are purchasing anything in knitted goods, ask to see "Monarch Knit" Lines.



## Monarch Knitting Co., Limited

Head Office: Dunnville, Ont., Can.

Factories at Dunnville, Ont.; St. Catharines, Ont.; St. Thomas, Ont.; Buffalo, N. Y.

# MACLEAN'S MAGAZINE

Vol. XXVII

TORONTO,

MAY 1914

No 7

## Faults In Our Immigration Policy

By R. C. CRAVEN



### A MARKED DECREASE

From this article was prepared, figures have been given out at Ottawa which show a decrease in the number of immigrants having first arrival for Canada. The statistics are as follows —

	1909	1910	1911	1912
January	1,100	1,100	1,100	1,100
February	1,100	1,100	1,100	1,100

These figures may be held to be the first real condition here have substantially all in Canada. On the other hand, conditions in the Mother Country have not been favorable and this under ordinary circumstances would tend to be a stimulus to immigration.

These figures point the way and that is the answer to the question. Is our immigration policy sound enough?

Africa, and particularly Rhodesia, is opening up. New Zealand and Tasmania have done a quiet steady business in immigration for some years while Australia has come to a standstill.

At the present time Australia, with a fixed and well-defined policy, is attracting a few types of British settlers. It is not understood that Australia is seeking men and women in such large numbers as Canada, but there is no shadow of doubt as to the quality of the men and women who are leaving the old home for Australia. The heads of the Australian Government know exactly what they want. They know the kind of men and women whose assistance they desire in populating that vast island continent. Knowing what they want they have set out to get it.

Canada is not a world's premier from English ports, to reach Australia entails a multiplicity of difficulties far more onerous than any other route. Canada ought to attract really greater numbers than a continent so far away. But of those who had called upon to choose between the two an increasing number are giving their



They find groups of the present kind





THE agricultural development of the Canadian West, apart from ranching, divides into three chapters. First was the settlement of the Red and Assiniboine watersheds in eastern and southern Manitoba. The second was the development of the two Saskatchewan valleys, south and north, respectively. The third epoch, in which we are now entering, is the opening of the Mackenzie basin, commencing with the valley of the Peace and the Athabasca. With the third chapter opened the second is at the second day's first!

The Peace River country is an ever man's league in the West. No longer is it the dread, rather mysterious and almost unattainable land of Arctic rivers and natural obstacles. It has become instead a country of numerous and significant possibilities, and as such is now the objective point of the pioneer. This article is written in the late North, after an adventurous, arduous and decidedly strenuous trip down the river and rocky waters beyond Athabasca Landing. We have passed the Great Rapids of the Athabasca, run the Great Canyon, struggled over waxy a waxy plateau, and we have begun to see the new North with new eyes—with eyes that glimpse the greatness of this wonderful land, which cannot fail but convey to the mind a sense of prophetic certainty. Beyond the Landing one starts to see visions of a new empire.

We of the East have had an idea that the region north of Edmonton was wholly unexplored. What was our surprise to find at Ft. Albert, Gyle, and various other points in the C.P.R.'s hundred-mile line from Edmonton to Athabasca, extensive settlements where half a dozen stacks of grain marked more than a home stead, and not a single stubble field as thick as on the Saskatchewan plains.

The bluffs lead out of the prairie southward all through this territory. Beyond a few jagged ridges and some rough country along the north shore of Lesser Slave Lake, we saw nothing else on a five-hundred-and-fifty-mile journey from Edmonton to Great Prairie, via the Athabasca River, Lesser Slave Lake and Peace River Crossing.

A stream of people of the very finest sort that ever developed a new country have been pouring into the North. The train to Athabasca had twelve freight cars and twelve passenger coaches. The train agent informed us they had been



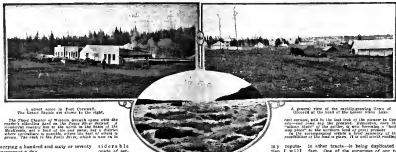
A forest on the Lesser Slave River.

# The Third Chapter of Western Growth

Trend of Settlement is Now Toward the MacKenzie Basin, a Land of Wonderful Promise

By  
W. D. ALBRIGHT

Illustrated by Photographs of Peace River District



A river scene in Fort Chipewyan. The lower basin is shown in the distance.

The third chapter of Western growth opens with the modern civilization based on the Peace River district of Canadian country. It is the north in the terms of the Mackenzie, and a land of the past, and a domain where opportunity is possible, where the best of what is given. The task is to find the way, which is now on in

opening a hundred and sixty or seventy passenger a day.

Many thousand homesteads and holders of scrip have already located in one part or another of the great region. The task is to find the way, which is now on in opening a hundred and sixty or seventy passenger a day.

The third chapter of Western growth opens with the modern civilization based on the Peace River district of Canadian country. It is the north in the terms of the Mackenzie, and a land of the past, and a domain where opportunity is possible, where the best of what is given. The task is to find the way, which is now on in opening a hundred and sixty or seventy passenger a day.

side a little quite a few sections reached the Peace River in the mid-summer of 1909, looking by the river where the whole hundred and fifty miles from Edmonton, the most of the land is now in the hands of the government. Even yet, machinery, provisions, clothing, furniture and most other things that are produced in the district have to be brought from Edmonton, Athabasca or Fort Chipewyan, opposite Fort Chipewyan. Thus, in addition to the great handicaps of pioneer farming, operations have been seriously hampered by lack of machinery to do the sowing and harvesting with dispatch. Yet in Grande Prairie this part of the problem is being solved. One thousand and seventy-five thousand bushels of grain, besides which enough has been laid out of the stored or reserved for each use to have run the total crop close to half a million. Barley threshed thirty-two to fifty bushels per acre, and was nearly all ripened last. Wheat yielded variously as to quantity and quality, but as much as thirty bushels of good milling grade per acre were obtained. Oats averaged perhaps fifty, though yields of seventy were common and one acre turned out a hundred and twenty. The proportion of grain to straw is well as usual. It is not at all unusual to bag a bushel from six or seven bushels of straw, whereas in the West a bushel from two straw is considered satisfactory. At the risk of

my reputation I will say that I have seen a large frame barn with slanted floors and an extensive settlement just north of Duvernay. At the same neighborhood we saw a big of Marquis wheat said to contain fifty-four bushels, grown from one bushel sown in so many. Near here a township thrown open to entry last summer was all filled open in these days.

Before leaving for the North, I saw George Stenstrom, Alberta's deputy minister of agriculture and got him talking about the new empire of the North. "I want to give you a vision of the West," he said, "and a far-seeing man, to explain the mistakes of production now being made, and to show the way to the future and a brilliant North."

He went on to say that the North is a land of great promise, and that the future of the North is in the hands of the people who are now settling there. He said that the North is a land of great promise, and that the future of the North is in the hands of the people who are now settling there.

He went on to say that the North is a land of great promise, and that the future of the North is in the hands of the people who are now settling there. He said that the North is a land of great promise, and that the future of the North is in the hands of the people who are now settling there.

hundred miles north of Edmonton. "This time," he explained, "taken as all of Alberta, even its north-east corner, as well as land a hundred and fifty miles north and a hundred and fifty miles west of the Provincial boundary. How much the Maritime Provinces or the old-northern provinces of Ontario were in comparison with the immense mass of territory from the international boundary north to the point where the river flows into the North is no more than of today or yesterday. The wheat that was first grown and the horses that were first raised in the North in 1870 were grown at Fort Chipewyan, on Lake Athabasca. It weighed sixty-eight pounds to the bushel. The grain wheat at the World's Fair, Chicago, in 1893, was raised at Peace River Landing (now called Crossin). A Hudson's Bay Company factor took one that twenty-five years ago he saw Lodge which ripened at Fort Laird. Oats, barley and potatoes can be grown successfully much further north than wheat, thus becoming a great future for the North in a stock-raising country.

Then look at the river system. The many tributaries of the North and North Saskatchewan, whose waters feed the salt of Hudson's Bay; of the Athabasca and the Peace, whose mingled volume reaches Arctic bays through the mighty Mackenzie, all take their run on the eastern slope of the Rockies. This watershed has been cut side on a forest reserve, ensuring a steady stream flow. What perfect conditions for stock raising in the plains through which they run!

"Climateologists have figured out that a thousand feet variation in altitude is equivalent to between three hundred and seven hundred and fifty miles of latitude. On the Pacific coast, about three thousand feet above sea level, Edmonton, a little over two thousand; Duvernay, on the Peace, is a thousand bushels, and Fort Peace is a thousand bushels, and the river is only one hundred and fifty."

These figures, considered along with the long-range influence of the warm Japan Sea, which is a factor in the growth of across the Rocky Mountain range on the wings of the far-famed Chinook, go to explain the mistakes of production now being made, and to show the way to the future and a brilliant North.



Country on the Lesser Slave River.













How General.

LIKE a comet that starts down hill and immediately, almost instantly, becomes a huge, remorseless mass that quivers, trembles, rolls, and rolls, Dan and Dan McCadden, beginning with an irritable remark, had so quickly developed that, in two days, their lives were divided by the sudden nature of man's hatred.

"You never did learn to hate loved," Dan had grumbled when they were sitting their first meal in the new building.

"Never had a wife to teach me how," Dan had retorted.

Bill would not have spoken at the head, for Dan was a good cook, nor would Dan have mentioned a subject which he knew to be so distasteful to his partner, had not their nerves been hurt. It was late in the summer when they had made their discovery, which meant a hard, fast journey to the outside to the their claim and attack: provision had been frozen. Long days of hot had followed, and their veins had been stretched in a last burst of speed that strained the tempers of both and had barely won in the race with the sudden winter.

The men had been partners too long, had lived together in too many cabins, had lived together in too many trails, to permit ill-humor to last. Always before, a night between the blankets had wiped out the remembrance, and the world had been the one the first night as their new cabin had run the roof light directly over Bill's head. As the new men lay together in the darkness, nerves taut, bodies weary, they said things that

## The Barred Cabin:

### How the Intrusion of a Miner's Wife Settled a Bitter Feud

Robert E. Pinkerton has begun one of the best stories of the western fiction series, under the title of "The Barred Cabin." He has been recognized as a writer of the fiction who always has something worth while to say. A. Pinkerton story is sure to possess originality, and it is for the

will ended in the little log building when they arose in the morning.

And that was the last day they had spent. Their years together had given each a thorough understanding of his partner, and words were not necessary as the arrangement accomplished the following day. No heavenly is more plain, taking or methodical in her work than the old woman, and both Bill and Dan were good housekeepers. It had been their custom for each to cook a week, turn about, the other bringing the wood and water and washing the dishes. They rarely confused their practice, with the exception that neither spoke, that neither ever trusted to the other's side of the table.

Slighted down the center of the room ranged all the things used to common. The table was placed beneath the window in the center of the back wall. The stove was in the front of the cabin. Between it and the door was a small bench with a work bench. The water and was in the table, beneath the window. The two men lived in separate huts as though each were alone. They worked together through the day, ate their meals together, sat beside the stove

and smoked in the evening, but neither in any way ever recognized the presence of the other.

Both of hatred had no more deadly will than in an isolated cabin in the northern wilderness. The long evenings for brooding, the lack of companionship, the depressing lack that envelopes the land, bring morbid, unnatural thoughts. The poorest habits nothing; there is only the just for nothing. Friendship is said to be almost forgotten action and returns to irritate. Rights and there are dug up from the past and magnified by the distorted perspective.

As the winter passed the hatred of the two men grew. Each became more scrupulous in doing his share of the work, and yet each became convinced that the other was shirking, that he was going out of his way to be irritating things. Their thoughts became petty. Trivialities demanded a word's brooding. The long silence had been nerves, prodded tempers, until only a spark was needed to send one of the silent across to the death of the window or less fortunate. In the first month a fight was what they needed, for neither had lost



## A Tale of the North Country

By ROBERT E. PINKERTON  
Author of "Fires of the French Hill"

Illustrated by H. W. COOPER

Robert E. Pinkerton has begun one of the best stories of the western fiction series, under the title of "The Barred Cabin." He has been recognized as a writer of the fiction who always has something worth while to say. A. Pinkerton story is sure to possess originality, and it is for the

control of himself, neither had forgotten what their long years together had brought in mutual self-sufficiency, risk and despatch. After January a light water only death for one, possibly both, and each knew it.

As the winter passed the atmosphere in the cabin became more tense. Workless, unproductive, more solitary, than if they lived alone, the men began to show the effects of the monotony alone. Only three times had they seen another human being. The Indian's Big Canyon was a captain between a post fifty miles north and another as far to the south, and the direct distances stopped for a moment to talk with the two partners. Had it not been for these interruptions, the cross silent have come more than it did one Sunday afternoon when the two lay brooding on their benches. Dan had dropped off to sleep when it was his turn to put wood in the stove. Bill, observing, had at last arisen and rebuked the fire. He was waiting to himself when Dan awakened. He heard what the other said and jumped to his feet.

For the first time each showed that he recognized the presence of the other.

Across the stove they openly looked their hatred. Each knew that the settlement had come. Dan, his eyes blazing, his lips moving slowly, unconsciously traced the muscles of his arms and shoulders, opened and closed his hands. Bill, outwardly calm, his body apparently dropping, gave indication only through his eyes of the white heat that burned within.

After a moment Dan took a step forward. He needed only a looking bill to make complete a manœuvre for the occasion. Dan of a great set ready to spring. Bill did not move, did not move.

And then both men quickly turned their heads. Out on the lake they heard the faint sounds of dog bells. The sound became more distinct, yet neither man moved. Then it stopped before the cabin. After a moment there was the sharp command of a driver, and the leading horse came, growing faster and faster as the team sped on up the lake.

One turned his head with the loud challenge of a half-breed. Bill stood as before, his gaze unwavering. Dan took a step forward. Only the little chest-rose alone stood between them, only a second interruption before they would clash.

And then the head of each turned sharply toward the door. There was a light, smothering step on the frozen snow outside, a quick, decisive step. As the men stared, the door was thrown open. "Welcome!" cried Bill.

"Hello!" muttered Dan under his breath.

Neither moved as a little woman entered the cabin and walked toward them. She glanced at Bill and turned upon Dan a glance in which disapproval clearly predominated.

"Welcome!" she snapped. "You don't appear glad to see me, though I didn't expect you would. Not after the way you've come up your trail. But now I've found you, and you won't get away again. You were in too long for a married woman to get without seeing her husband. From now on I'm going to see you every day. Understand?"

Bill's eyes only spoke. Then, turning toward the retreating Dan, McCadden could not find the words to answer, and she turned on Bill.

"It's my partner, Dan, then, my partner?"

"Not a good recommendation, though he isn't, but that's all right. But I dare say it is. You never did see judgment in choosing your companions, William."

"Yes, mother," answered Bill obediently.

"Now put on the kettle and make me a cup of tea. Don't you see that I've said from that hour on?" I thought I never would get this far after I left the railroad. The man who runs the post I left this morning wasn't going to let me come with the dog team, but he wouldn't if I hadn't showed him that he had better make a life than that in his detestable























"Spreads  
like Butter"

For that  
late supper—

Just a light, nourishing snack  
before rearing—try



**Easily digested**—pure and wholesome. The delicious flavor of Ingersoll Cream is most enjoyable.

Sold by  
all Grocers  
in 15c and  
25c Packages



### Makes the Morning Meal a Delight.

**FEARMAN'S**  
ENGLISH BREAKFAST BACON

ENJOY the appetite, give a bartender that makes the morning meal a delight. THE MEN FOLK appreciate in different flavor and come to the breakfast bright and brisk when the fragrant aroma drifts upon them with the hint that their favorite Brand of Bacon is being served.

Order from your grocer to-day  
"FEARMAN'S BACON."

IT IS IRRESISTIBLE—TRY IT.

The F. W. Fearman Co., Ltd.

Hamilton, Ontario



The best solution in  
the hardware line.  
Black, Tan  
and White  
THE F. F. DAILY CO.  
LTD.  
Buffalo, N.Y.  
Selling, Conn.

**"Tutlet the Case"**

[illegible]

Another method more difficult of definition is that employed by the "clerk." It is even whispered that certain societies adopt this species of robbing their demonstrators' bill, as if it is the "secret of capital" that pays for their power. Who is to know that the robber pays his waiting bill much diminished by the time he has finished his work? For some days? By such means also the foreign lawyer is sometimes enabled to reduce the cost of his model. The courtesan brought to him, generally two hours before his departure, are sometimes copied either at his hotel, or in a nearby apartment, by a clever courtesan, who pays a "clerk" to copy the model, and who probably in 1890 or 1892, for each model

The employees of the large houses are the recipients of many enticing offers and temptations in this respect. The work girls are all closely watched and none are allowed to leave the workshop with a parcel without first showing the contents. But a pattern is so easily slipped underneath a skirt, or a silk nose-bloom, in the sleeve of a mantle, that no one catches it, and at night each the next morning it is replaced. Nevertheless those who succumb to temptations are few in number.

But the tension of publicity, which, even to the least astutely impossible to prevent, is the most outrageous of all, is that of one some neighbors beyond the city, and the city, and the city, and the city. The representatives of some of the American firms are so fully cognizant of this that they go direct to Germany to buy such "French models," and finally, in 1931, they go to the two special models in Paris, and the city, and the city, and the city. The head of one firm recently mentioned the name of a German buyer, who, after arriving in Paris for the opening, had two days later been seen in the city, and the city, and the city, and the city. He had been seen in his hotel room, prompting his colleagues who arrived later to deliver them an exact copy of each model a week later.

How can this state of things be remedied? A model of one of the large houses represents a real tangible value. Think of the house apart and the material profit before arriving at a harmonious

of satisfactory results. Then, just as we are anticipating the show of orders which are sure to be stimulated by a "good model," buying suddenly stops, and we are informed that such a house as Brooks is supplying the same model. If the efforts of the creating house are rendered useless.

Every precaution to stop this seems to have been taken. Indeed, it is most difficult to gain the entrance to any of the houses at the beginning of the season. In camp houses there is a tacit understanding that anyone inspecting the models shall take one or two at least.

An association was lately formed between the firms of Pupkin, Galitz, Darsky, Jewell, Worth, Charvat, etc. There are at least seven others—these are not exactly secret, the others having yielded to the communists or to bribery and thus are agents of espionage. The association has been formed to deliver to the U.S.S.R. as far abroad as the country of the buyer, and to make the consignments in special sealed sacs which will only be opened by the Customs at destination. The dates of delivery also will be carefully fixed. A firm delivering in New York, August 1st, will not deliver in Genoa until September 1st. The goods will not appear until in New York would not arrive till some time after the original

A notice is also inserted in all the principal papers giving the names of the houses that have bought Paris models and the number bought. The important clients benefit by this—not so, however, those who have not really bought. The poor artist's notice has been added: "J. & Co. beg to inform their clients the sums of their models will be paid before such a date. Names have yet been said to anyone, and the pattern of the waist skims, as well as the color has been

[illegible]

## “Play Ball”

To do it effectively—in sport, business or any other facet of life—one needs a vigorous body controlled by a clear brain.



Matsy play a losing game because their food doesn't contain the elements necessary to build up strong bodies and healthy bones.

Most white flour foods are lacking in these elements—the vital mineral salts—necessary for mental and physical balance.

## Grape-Nuts

admirably supplies this lack

Made of choice whole wheat and malted barley, Grape-Nuts retains the mineral salts and other nutritive values in just the right proportion, as given in the grain. It is an ideal food for winners in any game.

Grape-Nuts comes in tightly sealed packages—perfectly baked and ready to eat with cream or good milk. Fresh, crisp, and delicious!

## "There's a Reason" for Grape-Nuts

—sold by Circuses everywhere.

[illegible]

**Cash's Woven Names**



**NAIL-BORCHERS**  
MARSHTON  
ADJUSTABLE  
DRESS FORMS





Always  
appreciated  
for its  
wholesome  
deliciousness

It adds  
real zest  
to the  
morning  
meal.

## Upton's Orange Marmalade

Every family table, whether it be in a mansion or cottage, welcomes this quality breakfast delicacy. The absolute purity and the perfect process of preparation gives UPTON'S a charm that makes it truly enjoyable. It is very wholesome and nutritious, very easily digested. Only the choicest Seville Oranges and pure cane sugar are used.

Make to-morrow's breakfast a new delight with a jar of UPTON'S. Your grocer will supply you.

**The T. Upton Company, Limited**  
Hamilton, Ontario

### TURN YOUR SPARE TIME TO PROFIT

We can put ambitious men in the way of earning from \$5 to \$30 a week extra during their spare time. If you are desirous of increasing your present income our proposition will appeal to you. Don't miss the opportunity. Write us for complete information.

Send a postcard to-day.

**THE MACLEAN PUBLISHING CO., LIMITED**  
148-152 University Avenue, Toronto, Canada

single method of aggressive action was developed, and Italy is the home of Romantic dancing. The modern ballet, it is generally believed, had its origin in the spectacular pageants at the marriage of Catherine de' Medici, Duke of Orleans, in 1545.

The popularity of such performances spread to the other Italian courts, including Florence and Catherine de' Medici, when she became Queen of France, brought the Italian ballet to France. There it quickly became fashionable. Kings and queens were its admirers, and even took part in its great spectacles were its patrons. Before long it became an established institution with a well-set and growth of its own, maintained by distinguished musicians, artists and dancers. It is the French ballet of the eighteenth century a very high degree of perfection were due to have been reached, while in Italy where the ballet had originated it decayed.

The Russian ballet was an offshoot from the French ballet, and illustrations show more the varying effect of transplantation as the art of romantic dancing.

Dancing as an art we may be sure cannot die out, but will always be undergoing a rebirth. Not merely as an art but also as a social custom, it perpetually emerges afresh from the soil of the people.

The dance has at the beginning of art, and we find it also at the end. The first reactions of civilization were making the dance, and the philosophy of to-day, hovering over the early signs of insanity, with its feeling that the madman strayed to the bounding point, still seems to himself to be wearing the mask of the dancer.

### TEETH AND HEALTH

Neglect of Teeth More Injurious than Abuse of Alcohol

THE importance of sound teeth to the would-be healthy person is death while by Lewis M. Forman in the Forum. "A tooth," said Dr. Denture, "is worth more than a diamond." The world's leading medical authority, Dr. William Osler, says with this and expresses the belief that some physical degeneracy can be traced to rotting of the teeth to the abuse of alcohol. There is no doubt that it affects very many more people.

Decayed teeth are responsible for an almost immeasurable amount of ill-health and misery. Indigestion, anemia, general debility, retarded growth of mind and body, nervousness and various infirmities disease are some of the most common results. Germs from the teeth and ear are not infrequent. Life expectancy and industrial efficiency depend in large measure on the condition of the teeth. Mental efficiency and the joy of living depend, directly or indirectly, about as much on one's teeth as on one's complexion or hair.

During the War the over 1,000 British soldiers were involved home because

of defective teeth. Out of 35,000 reports of applicants for enlistment in the British army 5,000 were for defective teeth. Exclusion from other countries show that there are probably average conditions for the whole population of Europe and America.

That dental disease is an epidemic and yet is prevalent might lead one to suppose that the causes and means of prevention were abundant in deepest ignorance. But not so. The causes are definitely known, tangible, and amenable to control.

Dental decay is a disease of childhood and youth, it kept in repair till the age of twenty the teeth should be sound at sixty. Neglected till twenty, tooth with any tendency to decay are beyond hope of rescue.

Examinations of thousands of school children in various parts of the world have established that fewer than 10 per cent. are free from diseased teeth or gums, dental caries (decay of teeth) being the most common defect. The average school child has from three to five decaying teeth. Many investigations show as many as 30 to 35 per cent. of all the teeth are affected.

The influence of defective teeth in all four kinds of study: First, decreased power of mastication, due either to decay or fragmentation of the teeth, second, the toxic action of the acids which is absorbed directly into the blood or taken into the stomach and intestines third, reflex nervous stimulation due to crowded teeth, toothache, etc., and fourth, the possibility of the defective teeth acting as a breeding ground and launching point for dangerous bacteria.

### Why Teeth Decay

Dental caries always begins on the outside of the tooth and is always due to external causes. Fermentable and putrefactive of particles of food are caught by the bacteria ever present in the mouth, and this results in the production of acids. The enamel and the soft underlying dentine are broken down by the acids. The provision therefore is the prevention of acids.

The rate of acid formation depends also upon the nature of food particles left in the mouth, the most being the foods which most readily ferment and produce acids. For this reason the food should not end with jam, cake, candy or other foods rich either in starch or sugar, nor should these be eaten between meals. Which meals are eaten they should be followed by acid foods, such as apples, which have a cleansing effect. The high susceptibility is this country to dental decay is partly accounted for by the fact that our average consumption of sugar is by far the highest in the world.

Whether the food, the essential thing is to keep the mouth clean. Hygiene has shown that sugar and unrefined teeth clean themselves in the thorough mastication of solid foods, and that they do so more effectively than the tooth brush. If the food is partly masticated, mastication plasters it on tightly against the teeth that to ordinary amount of brushing remove it. This authority be-

### Morning After Morning

Thousands of homes are made brighter and cheerier by

## Post Toasties

These crisp, sweet bits of Indian corn, toasted to a delicate brown and always with the famous "baste" flavor, make a most delicious "snack" for the morning meal.

Toasties require no cooking—no butter. Just pour what you want into a bowl, add some rice cream or good milk, and then you are. With a bowl of Post Toasties and cream—some fruit, a poached egg, crisp buttered toast, and a cup of Postum—

Then you have about the best kind of breakfast to carry one well-fed and clear-headed until lunch time.

You are invited to visit the big, clean factories at Battle Creek, where Post Toasties, Grape-Nuts and Postum are made. There's much to be seen, and there's a welcome!

## Post Toasties

—sold by Grocers everywhere.

### Why bake or roast kindly?

The "Boss" oven does more effective roasting, broiling, and baking than any other oven in the world. It is the only oven that is so simple to use, so easy to clean, and so durable.

### Try the BOSS OVEN 30 days

Order a "Boss" oven from your dealer or write: 30 days. Your money refunded if not satisfied. No obligation. Write for details to: The Boss Oven Co., 414 Valley Street - Cincinnati, Ohio.

The Household Co., 414 Valley Street - Cincinnati, Ohio.



Sold by dealers everywhere.



THERE'S an air of quiet elegance and good taste about Penmans Hosiery which men and women of refinement are quick to note.

Penmans Hosiery is knit-to-form—without-seam—the Penman way, which insures velvety comfort, longer wear and lasting shapeliness, while it makes ripping and darning mere memories associated with ordinary hose. You can buy this vastly better hosiery at the price you'd have to pay for common hose.

# Penmans Hosiery

is made for men, women and children in cotton, cashmere, silk and hair—any weight and all popular colors. Look for the trademark!

**Penmans Limited, Hosiery, Sweets, Underwear Paris, Can.**

## Excellent Engravings

at low rates

We have in stock a large number of cuts which have been used in the editorial columns of this publication. Any person desiring any of these can secure them at greatly reduced prices, in some cases for less than the photographs cost. Make your selection from either past or current issues and write us.

The MacLean Publishing Co., Limited  
340-342 University Avenue Toronto

been that the choice of solid food and its deliberate substitution are more important preventive measures than any amount of artificial cleanliness. His opinion is based on over 6,000 experiments made for the purpose of determining differences in the behavior of different foods in the mouth. In order to try the theory he secured parental co-operation in selecting favorite children to the test. From the age of three or four years they were given foods of high tooth-cleaning power and were required to maintain thoroughness. After each meal the mouth was rinsed. At the age of five to seven years not one of the children had a cavity tooth.

This theory sounds so reasonable that it is well worth considering. Everyone knows, for example, that apples leave the teeth cleaner than pie. And now if our faith in the theory is not strong enough to enable us to live contentedly without our tooth brushes, its general acceptance would at least insure more thorough maintenance and this would be no small gain in the scale of health.

When a tooth is worn, maturation is shifted to the other side of the mouth or the opposite side of the jaw. As a result, the tooth do not then clean themselves and decay is likely to set in, spreading gradually to the adjacent teeth.

So far as it is known, enamel does not undergo changes for better or for worse from natural causes. We must go through life with our original dental circumstances. When nutrition is insufficient during infancy and childhood the teeth are sure to be imperfect. Growing teeth cannot build a perfect structure without suitable material.

Now the main cause of the infantile malnutrition which results in defective enamel of the teeth is artificial feeding. Investigations which included nearly 200,000 children showed that those who had been breast fed had only 1 per cent. of these tooth cavities, while the artificiality fed had as high as 37 per cent. decayed. Malnutrition, more often perhaps than the absence of the breast milk, is responsible for the inferior teeth among the children of the poor. Forth children, who as a rule are breast fed and otherwise well cared for, have better teeth than non-breast-feeding children.

Appropriate preventive measures during childhood would probably insure good teeth to the majority of adults. These means cleanliness, thorough maturation, suitable food, the cure of temporary teeth, careful attention during infancy and childhood, and the prevention of decay, irregularities and impurities by the repair of defects as rapidly as they appear.

### NEW LAMPS FOR OLD

China Enters into Partnership with the U.S. Standard Oil Co.

When the Standard Oil Company first went to China, they found their sales limited by the fact that most people had no means to light. Some could buy the new oil on old stoves with a pipe, or obtain for a week and they produced



## To Tell You a Story We'll Pay for Five Breakfasts and Five Suppers To-morrow

Today we greet you in this page to extend this invitation!

Go to your grocer and buy from him a 15-cent package of Puffed Wheat. Take this coupon with you. Then he will give you—for the coupon—a 15-cent package of Puffed Rice, and we will pay him for it.

Then for 30 cents you get a quarter's worth of Puffed Groats. And the Puffed Rice costs us all with us, given with our compliments.

### To Tell You a Story

We do this to let these delightful grains tell you their story—a story you won't forget.

To tell you of grains which are stored up to give us strength and life. Of grains like soy beans, and with a myriad of others. Of the varied groats—wheat, barley, and—

with a look like lentils—lentils. Of grains that are used as both foods and medicines. Of breakfasts and suppers for those longing for new ideas that you know.

We want Puffed Groats to tell this story to you in your table. And we gladly pay this package as you'll find it on the 15c.

### Prof. Anderson's Foods

Puffed Wheat and Puffed Rice, remember, were once the most delicate. They are whole grain foods which are healthy, and that's what makes them so.

Grains of earth give these grains in this process more than 100,000,000 implications. One is made from 100 grains of wheat, and so like the growth in power. These grains are so carefully set.

No other grains does this. All cooking is done in the granules. But Prof. Anderson's method—

### The Quaker Oats Company

Peterborough, Ont., and Saskatoon, Sask.

grains from grain—is the only way known to break all of the granules.

So there are more than 100,000,000 implications. They are suitable foods. All the elements in these grains are made available as food.

### Good for 15 Cents

Buy from your grocer a 15-cent package of Puffed Wheat. Then present this coupon and he will give you a 15-cent package of Puffed Rice. We will pay him the 15 cents.

Save some of these grains with sugar and cream. This one of them with fruit. Serve them as supper or breakfast or snack. They are stronger than crackers and less likely to get stale.

Use them like oatmeal in home made cooking or as garnish for ice cream. And let the children have them to play out. Or give them like porridge. There are no other ways to serve these food delights.

Get up the coupon, for it tells you and gives it to when you go to the store.

**Puffed Wheat, 10c. Except in  
Western  
Puffed Rice, 15c.**

### SIGN AND PRESENT TO YOUR GROCIER Good in Canada and the United States Only

Take this coupon to your grocer and he will give you a 15-cent package of Puffed Wheat and we will pay him for it.

Go to your grocer and buy from him a 15-cent package of Puffed Wheat. Take this coupon with you. Then he will give you—for the coupon—a 15-cent package of Puffed Rice, and we will pay him for it.

Then for 30 cents you get a quarter's worth of Puffed Groats. And the Puffed Rice costs us all with us, given with our compliments.

We do this to let these delightful grains tell you their story—a story you won't forget.

To tell you of grains which are stored up to give us strength and life. Of grains like soy beans, and with a myriad of others. Of the varied groats—wheat, barley, and—

with a look like lentils—lentils. Of grains that are used as both foods and medicines. Of breakfasts and suppers for those longing for new ideas that you know.

15-Cent Coupon Good in Canada and the United States Only



**A May Day Treat For You**

Let the **Knox Cooks** send you enough

**KNOX**  
STARTLING  
**GELATINE**  
to make six plates of Cherry Sponge

Luscious! Even **Double Cherry**.  
Luscious! Even **Double Cherry**.  
Luscious! Even **Double Cherry**.  
Luscious! Even **Double Cherry**.

Have plenty in the gift which delivers up the  
sponge to you in the form of a cake. When you  
add it to your own cherry sauce, you have a  
delicious treat. You can make it in ten minutes  
and it will be ready to eat. You can make it in  
ten minutes and it will be ready to eat. You can  
make it in ten minutes and it will be ready to eat.

**THIS** will be our treat to you for  
the month of May. You will be  
so delighted you will always have  
Knox Gelatine in your house.

Send us your grocery's name, enclosing a  
postage stamp and we will send you the Knox  
Gelatine.

We write every number of this publication to  
have you in our **KNOX GELATINE**  
for all kinds of **Double Cherry**, **Double**,  
**Joe Brown**, **Glacier**, **Glacier** and **Canadian**

We will send you  
the **Knox Gelatine**  
which will be ready to eat.  
We will send you  
the **Knox Gelatine**  
which will be ready to eat.

**STAMMERING**

or stammering may make life pleasant  
for you child, or for the one of your  
own or friends. If it does, you  
see it is the effort to investigate  
the stammering itself methods of  
presenting the same. We will gladly give  
you full particulars and references.  
Send people everywhere.

**THE ARNOTT INSTITUTE**  
MILBURN, ONTARIO, CANADA

nothing but energy and faithfulness. In  
an oil lamp was devised and sold at 75¢  
units. \$75,000 lamps were sold the first  
year, and 2,000,000 units, the whole oil  
sales went up by leaps and bounds. As  
the **Standard Oil**, Vice-President **Demco** re-  
marks, "this lamp of mine has promoted  
industry in China and has a great re-  
sult in the future. They couldn't work  
in their old oil-burner stoves in the day  
before they had it. Now they can work  
the night."

When the Chinese Government decided  
to develop its oil-lands it naturally  
turned to the American company for aid.  
The **Standard Oil** officials were ready and  
willing, and they were named a few days  
ago what Vice-President **Demco** believes  
to be the first partnership arrangement  
that has ever been made between a great  
American and a great Chinese enterprise.  
A few weeks, we are informed, the Ameri-  
can petroleum companies will be pushing  
their oil in the general American market  
and making the first Chinese oil export  
forth. The **Standard Oil** officials expect  
to spend \$1,000,000 to \$15,000,000 in this  
new partnership in the near future, and  
to reap large profits. They believe that  
the Chinese Government will find it well  
worth the cost, that the United States  
will gain in commercial prestige in  
China, and that trade between the two  
countries will be increased.

In an article based on an interview  
with Vice-President **Demco** the **New**  
**York Sun** says:

"The work of development is in progress  
under a Chinese-American company, in  
which the **Standard Oil** company holds a  
large majority control, with the Chinese  
Government sharing the profits of de-  
velopment on the purchase."

"The **Standard** got the right of ex-  
ploration and development in the two  
great petroleum provinces of **Shensi** and  
**Shensi**, in light wells, besides other pre-  
visions. It has the vitally essential privi-  
lege of building refineries and pipe-lines,  
in addition to the making of oil-wells, ex-  
ploration of petroleum, storage tanks,  
and all that accompany oil de-  
velopment."

"One of the most far-reaching guests  
to the publicity of the Government, that  
it will accept control of all lands needed  
for this development, and in turn will  
give them in the petroleum company."

"Taken together with the successful  
endeavour of the American **Standard Oil**  
to arrange for American construction of a  
\$15,000,000 live-shipment project in  
China, and the reported arrangement be-  
tween the **Standard Oil** company and the  
Chinese Government, it is now de-  
clared that American enterprise can ex-  
pect China to a great extent to be  
open if it is not supported diplomatically  
by the Wilson Administration."

It is recognized that should there be  
difficulties with the Chinese Government  
in the future, the **Standard Oil** company  
will have the right to demand and expect  
the diplomatic support of the United  
States Government regardless of the  
oil policy toward American enterprise abroad."



**The New Flavour**  
**H.P. Sauce**  
This new sauce from  
England is so delicious  
and such a welcome change  
to the old-fashioned kinds  
of sauces.

Serve with  
H.P. Sauce



**SEAL BRAND COFFEE**

**The**  
**Finishing Touch**  
**To A**  
**Perfect Meal**

**CHASE & SANBORN**  
MONTREAL

## TOO OLD AT FORTY

What is the Matter with the Middle-aged Men?

"THE Quaker gives prominence to an article dealing with the above subject and embracing the opinions of a number of well-known men. The views of the **Joseph Lyons**, head of the business entering firm, apply more to the whole subject."

"Although," declares **Mr. Joseph**, "I believe that 'middle-aged men' will always last, and know that nothing else can be so valuable in life, I am only sorry that I would not have a theory of mine to the end."

"That there is a great deal of truth in the phrase 'Too old at forty' cannot be denied in respect of many men, but it should be noted that it is usually applied to the man who has found his groove in the path of life—it is the word of the man who has failed to do so."

"If I am right in this, it is, generally speaking, the failure who is 'too old at forty'—because he has not been able to change his habit of life."

"Any attempt to correct definitely why a man is too old at forty should prove more difficult than the effort to refute the statement, for the reason that the successful man at this age will always, by his weight of character, command the very confidence of his successful brethren. It will perhaps be of more use if I indicate the system I have always tried to adjust to."

"As I mentioned at the beginning of this note, I was a great believer in the power of youth, and, accordingly, I and my colleagues have always sought young men to assist us in every department of our business. Naturally these men have not remained young; therefore, they are obliged from the very beginning to look about and find the particular groove, in the many tracks along which our business runs, for which their energy and talent are best suited."

"If he finds that the young fellow's path is satisfactory, that is, an any consideration that one expert who keeps a watchful eye on the youngsters being his stimulating for one of those places in the firm that the middle-aged man has secured, and which, if he is wise, he will keep as an effort to retain."

Keep in Touch with Younger Men

"First, you may ask, how is it to keep at? My answer is that, by keeping in close touch with the interests of the younger men about him. The old at forty after some time from the other realization that the young man is no match for his efforts, whereas he is proving over and over that he is a very alert indeed if he is to maintain the efforts of the youngsters to get in front. The man of forty-five is thirty is always maintaining the methods of the forty-five or forty-five or more, and, if he is, he is better for the experience his life experience have had. How rarely do the middle-aged study and sympathize with the efforts of the young man to increase the value of his experi-

# The Prudential

## A National Institution of Public Usefulness

Assets, over	323 Million Dollars
Liabilities, (Including Policy Reserve \$200,000,000)	287 Million Dollars
Capital and Surplus, over	25 Million Dollars
Amount Set Aside for Holders of Deferred Dividend Policies, over	31 Million Dollars
Dividends Payable to Policyholders in 1914, over	45 Million Dollars
Paid Policyholders during 1913, nearly	34 Million Dollars
Total Payments to Policyholders, since organiza-	300 Million Dollars
tion, over	12 Million Dollars
Number of Policies in Force	82 Million Policies
Real Estate Mortgages and Farm Loans, over	31 Million Dollars
Voluntary Contributions Paid Policyholders to date, nearly	31 Million Dollars

**New Business Paid for During 1913, over 481 Million Dollars**



LOWEST EXPENSE RATE IN THE HISTORY OF THE COMPANY

**Over Two Billion**  
**406 Million**  
**Dollars**  
**Life Insurance**  
**in Force**

**THE PRUDENTIAL INSURANCE CO., OF AMERICA**

Incorporated as a Stock Company by the State of New Jersey

**FOREST F. DRYDEN, President** Home Office, Newark, N. J.

The Prudential Insures Life Insurance for the Whole People. Write for Information, Page 38

The Prudential Has Branch Offices in All Prominent Canadian and American Cities.

## Excellent Engravings

at low rates

We have in stock a large number of cuts which have been used in the editorial columns of this publication. Any person desiring one of these cuts for his own use or for the photographs sent us. Make your selection from either past or current issues and write us.

The MacLean Publishing Co., Limited  
145-146 University Avenue Toronto





# Waltham Watches



Waltham is the name of the best-known and most widely-used watch in the world. Waltham is the index to all that is desirable in a watch—accuracy, beauty, inbred quality, faithful service. Waltham on a watch means high quality, but not necessarily high price. There are Walthams for as low a price as will buy a good watch, and up to as high a price as any one should pay.

As better known everywhere

Waltham Watch Company, Montreal

## Your Canadian Investments

More extensive information respecting Canadian investments, bank issues, and stock, securities, insurance and business conditions generally is furnished by The Financial Post of Canada than in any other publication.

An extensive Information Bureau is conducted day after day, for the benefit of subscribers by this service supplied free, with confidential and confidential advice in regard to new business opportunities which they have made or otherwise require.

Sample

Write for Free Sample Copy

\$2.00 per month

THE FINANCIAL POST OF CANADA

"The Canadian Newspaper for Investors."

TORONTO

QUEBEC

OFFICES: Montreal, Toronto, Winnipeg, Vancouver, Chicago, Boston, New York and London, Eng.

More than men, when expending my Gouties to a number of the latter sex, I have been met by the objection: "This rubbing and this exposure of my skin to the air is going to make it very hard and ugly."

Never was idea more mistaken. The skin becomes hard to all climatic conditions and so soft as velvet; it acquires elasticity in the transmission of warmth and coldness, dryness and moisture, and the different chemical and electrical influences, so that there, instead of burning or scorching the body, invigorates and preserves its vitality.

The skin of the palm of the hands and the sides of the feet become hard and hairy through contact use, but the skin of the rest of the body, the more it is rubbed and exposed to the sun and wind, the softer it becomes. The fine, healthy skin of the ancient Greeks can be yours to-morrow, if you choose to make it so.

It is a common error to suppose that strength lies simply in muscles. On the contrary, highly educated athletes are one of the best use to you, as they are the organs of your body are in perfect



working order, and of these the skin is one of the most important.

These rubbing exercises, once you have gained proficiency, should not take more than a bare ten minutes to perform. Bear in mind that the joints get stretched more towards the body than from the body, and that more strength should be acquired when rubbing on towards the body.

The hands should never be held at all, the air should be inhaled deeply, quietly and without interruption, the whole time. Which brings me to another point—namely, that the air to be inhaled must be good. Only beginners should do these exercises with closed windows, and then on the understanding that the windows have been well open for an hour before.

The need will soon be felt for opening the windows wider and wider; and don't be afraid of opening the door too wide. Wind does not constitute a draught, and can never prove injurious if skin rubbing exercise is kept up while inhaling the air into the lungs.

## THE WORLD'S MOST POPULAR SONG

You Will Probably Say at First You Have Never Heard It

THERE cannot be the least doubt whatever according to George Trade in *Clamshell's Journal*, that the most famous song in the world, judged by its being known in the most lands and by the most varied nations, and by its being one of the oldest and most widely sung. Giffen ever known, is that which has for the first time, "Waltham's is called a gem," when if we were to give the English version of it, instead of the older French words, would be, "Waltham goes away to the sea."

But you say, "What the most famous song in the world? Why, we must be dreaming! We never even heard of it! Yet it unquestionably is so, and that you're acknowledged musical man, a time, though you've not known it! Yes, you have! For, I repeat again, there has never been such a popular song as "Waltham," and you yourself have agreed to this often and often when you have sung so enthusiastically and heartily the song's melodious refrain:

For he's a jolly good fellow,  
For he's a jolly good fellow,  
For he's a jolly good fellow,  
And so say all of us!

Let me give you the history—a perfect romance in itself—of this wonderful song, which has gone into almost every civilized spot in the world, which was sung by Arabs in the Sahara, by wild Turks on Asiatic steppes, by Britons in every clime at festival gatherings, by vigorous Frenchmen every continent, by Moslems swarming on India's coral strand, by troopers on the black sky of Louisiana. Hear how it was absorbed by the Swiss Crusaders as they marched to fight for the Holy Sepulchre, how conscious now, how it was crooked by quacks and gnomes during the palmy days of the grand empire of Louis, how it rang out with the wild organ of the French Revolution; how it is dotted with gleams wherever the English or the French gather today to greet with enthusiasm the hero or the true man!

The patient Crusaders, when they returned from their wars for the Holy Sepulchre in the thirteenth century, brought back with them to France a tune which they had heard often. They sang it and hummed it or they mimed it, till it caught the nation's fancy, and became at last one of the songs of France, whence it soon crossed the Channel and delighted the English.

When we come to the days which are now ours, Duke of Marlborough going to fight the French in Flanders during the reign of Queen Anne, the French, who had for centuries, as we have seen, sung this song beginning "Waltham's is called a gem," sang it as they sang it in the first time, and so it has the situation in a waltz.



Pineapple Pie—Delicious!

As proof of the appetizing and delicious character of **Hawaiian Pineapple**, fifteen of America's most noted culinary experts have prepared recipes for making this wonderful island-rimmed fruit more attractive on the tables of the modern epicure.



Pineapple Salad

The Fifteen Culinary Experts are:

Franklin Sherwin Palmer	Anna W. Morrison
Frederick O. Gendall	Martha Harris Hall
Marion Harbeck	Maria Parson
Charlotte Tarkenton Harbeck	Lillian Dwyer Rice
Joel McKean 1611	Samuel Tyson Rorer
Helene Louise Gendall	Frank Weston Street
Alfred Gendall 1611	Emma Fendall Telford
Virginia Tarkenton Van de Water	

One hundred of these recipes have been selected and printed in an illustrated booklet entitled:

"How We Serve Hawaiian Pineapple."

## Hawaiian Pineapple

is so delicious because it is made of the big, juicy, golden, Spanish Cayenne variety grown in Hawaii, where soil and climate are just what the pineapples need to develop fully and at exact perfection, producing the exquisite flavor of the perfectly ripe fruit, unknown to imported domestic types in the United States.

Ask your grocer for Hawaiian Pineapple—ripe, ripened or green. It is perfect in fact and cannot be equalled. For the book in which

Hawaiian Pineapple Publicity Dept. E.  
1815 Tribune Building New York



For the sake of the fruit, it is better to buy it from the Hawaiian Pineapple Publicity Dept. E.

## GAS ENGINES AND GAS PRODUCERS

By LEONARD S. MARKS, D.B. M.I.C.E.

Treasurer of Mechanical Engineering, Electrical Engineering, American Society of Mechanical Engineers, and Gas Producer, Author of "Gas Producer and Gas Engine."

100 pp. 50 illus. Cloth bound. For sale by the author, or by the publisher, The Macmillan Company, 120 N. 4th St., New York, N.Y. Price \$1.00.

Technical Book Department  
THE MACMILLAN PUBLISHING COMPANY  
142 University Avenue, TORONTO, ONT.



TRIED, TESTED, PROVED



Makes It Easy to Clean Those Hard-to-get-at Floors

Adds a bright, hard-lasting lustre to old varnished or polished surfaces. Makes them look like new and stay new. Adds to the life of hardwood floors and furniture—preserves the wood. Do not be without an

## O-Cedar Mop Polish

in your home. Saves half the time you spend in your household work. Indispensable for Spring house-cleaning.

**Over a Million in Use—Ask Your Neighbor**

Guaranteed by the manufacturer. If you do not find it all we claim and you are not satisfied with it in every way, return it and your money will be refunded without question.

Buy from your dealer, or send—express paid—anywhere in Canada for \$1.50

**Channell Chemical Co., Ltd., 369 Spadina Ave., Toronto**



## LAW No one can afford to be ignorant of the laws governing business

Few, however, have the time to read the many and complicated volumes of the country's laws and statutes, and for the benefit of the bustling business man, concise and authoritative book has been prepared. It gives all the necessary facts and information regarding mercantile law, the meaning of a term or clause, mortgages, buying property, collecting debts, etc. This book, the

### Digest of the Canadian Mercantile Laws

is a ready reference, a valuable guide to daily business, and is worth every dollar. No work published in Canada equals it for business men.

A valuable consulting library in this one. One so intelligently guided. Based on Dominion and Provincial Statutes and Court Decisions. Illustrated by illustrations, charts, and tables and convenient. Recommended by the Ontario Institute of Chartered Accountants. Used by many accountants, bankers and business firms throughout the country. Forwarded direct, post paid, on receipt of price.

EASTERN EDITION Price, \$2.00

SPECIAL WESTERN EDITION Price, \$2.50

THE MACLEAN PUBLISHING COMPANY, LIMITED  
MONTREAL TORONTO WINNIPEG VANCOUVER  
BOOK DEPARTMENT, 10-12 University Avenue, Toronto, Ont.

Keep the book on your desk, and if it is not satisfactory, return it and get your money back. All sending by cheque, make payable at par, Toronto.

To meet the needs of subscribers in New Ontario and the Western Provinces, where land is under the Land Titles System of Registration, an Appendix of 16 pages containing a synopsis of the Land Titles Act, has been added to our regular edition, thus constituting a special "Western Edition." Price \$2.50.

Let us explain here that the original word "Marlene" did not refer to the Duke of Marlborough as all it was the name used in the song for generations previously. Now "Marlene" (said in an Arab tone, and this word seems to afford strong proof that the famous song originally came from the man who during the great Crusader struggle, found the cross of Jerusalem against our own king, and who to-day travel over the wide desert. By a clever thought the French altered "Marlene" to "Marlborough" about the time of Napoleon, and so while the song tells how our great Duke set out to the war, but returned not.

Now the popularity of this French version came freely as follows: As it was to be the first verse, to which a special chorus was added from an unknown source. But this chorus became immediately a tremendous success with the French. Thus the song went.

Marlborough, prince of commanders,  
Has gone to the war in Flanders;  
His home is like Alexander's!

But when will he come home?

He won't come home till morning;  
He won't come home till morning;  
He won't come home till morning;  
Till daylight dews appear!

#### The English Version

This was the French version of the song. But by this time the line up and parodied of the war had become so many in England, and they saw that the "He won't come home till morning" was the wish which was felt to the fullest, so they saw that it was the best. So they saw that the "He won't come home till morning" was the wish which was felt to the fullest, so they saw that it was the best. So they saw that the "He won't come home till morning" was the wish which was felt to the fullest, so they saw that it was the best.

Marlborough, prince of commanders,  
Has conquered the French in Flanders;  
His home is like Alexander's!

And he's the best of all!

For he's a jolly good fellow,

He's a jolly good fellow,

He's a jolly good fellow,

And so say all of us!

It was then, then, that the greatest song in the world took on more or less of its present form. Today the version of the song are sung in most ordinary folk, because, having little or no logical relation to present things, they have long been passed by to ignorance or forgetfulness. But who doesn't know and hasn't heard the cheerless thousands of times? Ask your child, that same old and cheerless are to-day just as popular in every other other land where there are Frenchmen going, as every country which the Arab invasions, as they are in our way, with, of course, several versions of words to suit the occasion. There cannot be the slightest question that this is the song which is the best known and most widely sung throughout the whole world in this year of grace 1914.




**ALWAYS DELICIOUS**

# "SALADA"

**TEA**

**NEVER VARIES**




## Ladies—Lessons in Hand-Painting Free of Charge.

I am glad that we may become well established and earn a well-deserved reputation as the best and cheapest art supply house in Canada, we are making the following **GENEROUS OFFER FOR 30 DAYS ONLY.**

WE OFFER to teach you by mail **FREE OF CHARGE** any of the following accomplishments:

Hand painting on china. Tapering painting on velvet, satin, etc., suitable for pins, cushions, bags and services. Decorating on felt for table center, cushion top, window curtains, cushions, glass vessels and articles of every description. **YAKS, COLORED AND BROWN AND WHITE, NEW SALADA TEA** (the original pure, made and just from "Theodore Fisher" brand, money, etc.), also the latest variety in Canada, free painting, which can be applied to any material and is also available.

Steady work with staining which of the above courses you desire to start with and we will give you our prompt and careful attention.

ACCEPTED WORK FROM BEGINNERS GENEROUSLY PAID FOR.

## THE NATIONAL DECORATING CO.

[Dept. N., 69 Adelaide Street East, Toronto, Ont.]

**Don't take up Your Carpets this Spring. Get a**

# Domestic Vacuum Cleaner

**and keep your house clean every day of the year.**



Use one model or the other (both models are available). When vacuuming, the motor keeps light in weight light in use. An efficient motor to take up dirt and dust and a built-in cleaning system. Built-in motor and built-in dust filter.

**SPECIAL**

WRITE TODAY FOR CASH TENDERS. Establish an obligation to keep.

**The Domestic Vacuum Cleaner Co., Room 2, 260 Yonge Street**

**Toronto, Ont.**









## Renew Your Boat Now With "Jamieson's"



Then notice how many years of service it will give you when using

## Jamieson's Marine Paints and Varnishes

You take no chances. They are the result of careful study, backed by half a century's experience. All ready for application, suitable for every nautical requirement, whether for Canoe or Ocean Liner. JAMIESON'S PAINTS AND VARNISHES save boat-owners many times the cost in protection afforded against decay and deterioration, to say nothing about the resultant improvement in appearances.

An elegant finish is obtained by even the most inexperienced.

Most any dealer can supply you.

**R. C. Jamieson & Co., Limited**

Montreal, Que.

Vancouver, B.C.

Overseas and Operating P. D. Doyle & Co., Limited



class nurse is provided with the conventional, standard and specific education, being supervised by expert instructors.

## THE EARTH'S INTERIOR

Is It Solid Metal or Molten Liquid?

WRITING in the *Davosche Review* on "Our Knowledge of the Interior of the Earth," Professor Borne says that various researchers at least in one conclusion.

The study that has given us the most direct evidence is that of seismology. An earthquake sends out disturbances in all directions through the earth, and the speed with which these disturbances travel tells us the nature of the substance through which they pass. From this we learn that the center of the earth must be a homogeneous, heavy, and very rigid mass, surrounding which is a layer of lighter matter, which shell is not thicker than 1,000 kilometers, and is similar in substance to the rocks which crop on the surface of the earth. The central mass is probably of metal and is heavier and more rigid than any substance we know on earth. Disturbances from an earthquake also travel along the surface of the earth, and from a study of these we learn that only a small portion of the crust is liquid, and that these liquid portions are all at definite depths and are irregularly distributed, probably caused by volcanic lavas, against the fact that the earth expands only to a very minute extent to the action of the sun and moon, which causes the tide in the sea, shows that it must be at very great rigidity.

The discovery of radium has given us a further confirmation. In all the rocks which form the crust of the earth, radium and its allied substances are found, these bodies are giving off heat all the time. If we calculate the heat given out, supposing that radium was distributed throughout all the earth in the same quantity as it is found on the surface, we find that the earth, instead of gradually cooling, would be gradually getting hotter, which we know is not the case.

If we examine the materials which fall on the earth, and which are brought from the breaking up of other worlds, we find they consist either of rocks similar to those on earth, which contain radium, or of iron, which contains practically none. Therefore from these two lines we are driven to conclude that radium is not equally distributed throughout the earth, but that the central layer consists of metal, probably iron, which contains no radioactive substance. Thus we see that all different methods of testing the matter lead practically to the same conclusion—the heavy, very rigid, solid central mass, covered by a lighter crust.

## THE ETHICS OF BATHING

Temperature, Bodily Condition, and Mode of Application Should be Studied

THESE are many people who cannot take a cold full bath—that is, a bath at from 80 to 90 degrees, says a writer in *Hygiene Seminars*. If such a bath causes headache or depressed feeling, if it is very much of a shock at the time and is followed by a heavy feeling in the head or a tired, languid feeling, it should not be repeated. It is not being taken in the proper way, a safer method is the cold shower. If that is much of a shock, the bath should try standing in a hot bathtub while taking the shower, which will decidedly lessen the shock.

In health a bath hotter than 100 degrees should never be taken under any circumstances. The taking of hot baths at night is a great mistake. The hot bath is stimulating, and the result is withdrawal instead of a desired depression. Nothing will revive and refresh one so efficiently as a cold shower, cooler than a bath at 104 or 106 degrees. But it should not be taken just before retiring. It is decidedly a bath for the day, for the person who has come home from a shopping tour with tired body and aching feet, for the man who has had a strenuous morning and has an important engagement for the afternoon and needs body and brain revived. If the tired one can stand five minutes in a hot bath, he will come forth refreshed and ready for other duties ahead of him. In all other instances, it should be remembered that a full bath should never be taken within ten or three hours after a full meal. It is a good idea to try a cold wet or cold water about the forehead, during the bath, to prevent a faint or dizzy feeling.

## Value of Salt

As a tonic for one in continuous fever or after sickness when the body is run down and the vitality is at a low ebb, the ordinary salt food, such as a salt rub will be found very efficacious. The patient should be wrapped in a sheet and placed in a bed with the feet in a tub of hot water. A large dish of coarse salt should be placed conveniently near, and it is a good idea to have a sheet or large cloth of some kind spread on the floor to catch the salt so it drops to the floor. The attendant, who need not be professional—any one can give a salt rub—takes a handful of salt and rubs it briskly over the arms, chest and back, abdomen, legs, feet, and finally the head. A very liberal amount of salt should be taken so often as to cause an intense stimulative action.

Insomnia is another condition for which there is no better treatment than the proper kind of bath. I have already said that the hot bath at night is a mistake. People who feel nervous and tired to go to sleep after taking a hot bath, and then lie awake wondering why, who

"That's Great"



## A Rarity Without Any Extra Price

Among all cereals, all the world over, Quaker Oats is known as a rarity. Even Scotch connoisseurs stand here for it.

Because Quaker Oats is always made from big, plump, lustrous grains. A bushel of chosen oats yields but ten pounds of Quaker.

These plump oat grains are grown in the finest of grassy, half-grown fields. And that force—kept intact by our process—has won the world to Quaker.

Now there are millions, of every race and class, who insist on this Quaker flavor. The demand has grown to a thousand million dishes yearly.

And now our momentous output lets us give you this rarity without any extra price.

## Quaker Oats

Flakes Made from Queen Grains Only

If you think Quaker Oats important to health, and don't, if your vitality is weak, the wisdom of choosing this flavor is also given away.

It is a flavor that was there, and keeps there, and makes them of the abundance of Quaker.

And such this power supplies a wealth of the elements needed for human health.

Don't let children grow away from this fruit of

## New a 25c Size

We now put up a large 25-cent package in addition to the 10-cent size.

As a man, you are a food for growth, all the more for that making to complete your life.

That is the reason for Quaker. It takes you big and lasting. Its flavor makes the rich delightful morning meal. Try it—see how long it lasts.

You need a mistake when you don't get the Quaker Oats.

10c and 25c Per Package. Sample in For Free

The Quaker Oats Company











## For Baby

If the little infant baby could only speak, how much easier it would be for Mothers to make them more comfortable.

With what anxious care and love a Mother will watch her little baby, doing everything in her power to prevent it from being troubled or uncomfortable.

Every Mother knows that out of the most difficult tasks in according to her baby's lot.

Turnbull's "M" Beads are, however, the only article made that will give the baby real comfort when making a diaper.

Turnbull's "M" Beads are made from only the softest and cleanest Australian Merino Wool. They are put on each side and underneath the navel.

You will notice that the Beads are sewn on without in the least pain to the infant and break but go over your child. This absolutely prevents the greatest sticking when the diaper is placed in the baby.

This keeps the diaper in proper place, and makes how active the baby may be. Prevents all chances of accidents, makes children, and makes the little one comfortable and happy. They are a comfort to the baby and a delight to the Mother. These garments in each box, mailed post paid for \$1.50 per lot. Buy a lot today. From your dealer, or.

**C. TURNBULL CO. OF GALT, LTD.** Galt, Ont.

Manufacturers of Turnbull's Tights "WINTER" Undershirts, Turnbull's high-leg ribbed "WINTER" Tights and "WINTER" Socks and "WINTER" Socks.

A box of "M" Beads makes a most acceptable gift.

You shake down the ash—  
not the coal—  
in the

## "Hecla" Furnace

There are  
FOUR  
gates  
here  
in the  
"Hecla"



Each  
one can  
be  
shaking  
apart.

You don't have to shake the whole fire in to get the ash down the edge of the top.

You don't shake down a lot of good coal with the ash.

You don't have to use a poker at all.

The "Hecla" Four-gate Furnace allows you to shake just the part in the fire where the ash is without disturbing the rest of the coal.

**Clare Bros. & Co., Limited** - Toronto, Ont.

## Your Canadian Investments

Many excellent investment opportunities are available in the financial field of Canada and its various possessions.

All investment opportunities are included in the list of shares, the bonds of attachment to the Canadian market, and the various other investments in regard to the Canadian market. Which they have made or are making.

Write for this complete report.

\$100 per annum.

## THE CANADIAN POST OF CANADA

"The Canadian Newspaper for Investors"

TORONTO: Montreal, Toronto, Winnipeg, Vancouver, Chicago, Boston, New York and London, Eng.

for the preservation of the original Hebrew pattern.

### Assimilation

In this fight he will not be alone. Inasmuch as his fellow-countrymen in the new land of Palestine will naturally follow wherever an theological differences divide.

These divisions, together with the prevalent anti-Semitism and his own exaggerated patriotism, tend to prevent the Jew even at the "Mithras-Fest," so that his dissolution must be necessarily slower than that of the similar organizations of Catholics, Italians, or Poles.

But the process for all is the same, however tempered by specific factors. The reality of this process has been denied by an act described as an American by Dr. Charles Eliot, co-president of Harvard University, whose prophecy of Jewish solidarity in America and of the contribution of Judaism to the world's future is more optimistic than my own. Dr. Eliot points to the still unbroken bonds of racial matter, notwithstanding—though he is in a dream—that this conduct of solidarity is only kept up by the constant immigration of similar elements to the land to replace those expelled at the gates. Once American claims have been made, the trouble will rear its head again.

### When the Foreigner Joins

Hebrew faith, however, that the doors shall be closed for centuries yet. The notion that the few millions of Jews in America have a moral right to exclude others is monstrous. Realism may have some justification in countries, especially when old and well-populated; but for countries like the United States—or for the nation of that Canada and Australia—no mistake themselves for more countries is an intolerable injustice to the rest of the human race.

Whether any country will ever again be based like those of the Old World upon a unity of race or religion is a matter of doubt. New England, of course, has Transcendentalism and Marxism even its loyalty to religion, but the original purity has long been submerged by purely economic pressure. And the same applies to immigration from the Old World is looking up the bulk of the coming countries.

Politics and conflicts are part of the human life-process. "Evilness and Strife and Sin" are we here in England; yet, and Huguenots and Frenchmen and Germans and Angles and Jews and many other things.

In fact, according to Sir Harry Johnston, there is hardly an ethnic element that has not entered into the Englishman, including even the missing link, as the Englishman should seem to testify. It is wonderful if the available, capable of facing such a mixture of types like the "brown-skinned" should be willing to let Jews live old others! Jews are, unlike negroes, a "flexible" type whose physical traits tend to disappear in the blended offspring. There does

not exist in England to-day a single representative of the Jewish families whom Cromwell admitted, though their lineage may be traced to not a few noble families. Thus every country, has been and is a "Melting-Pot." But America, excluding the normal fusion process suggested by historical data, stands and diversified beyond all human experience, and had not by massive waves of immigration but by a long-pedigree of assimilation families. It is in America's case, an "intensive" sort of a universal phenomenon. America is the "Melting-Pot."

Her people has already begun to take on such a complexion of the new, it is already so completely blending to a new race, created with every European type, that the British Union of a country Anglo-Saxon people with whom war is unthinkable is sheer white blindness. Even today, while the nations are still largely unbroken, not changed, the Anglo-Saxon element is only preponderant; it is very far from being a pure blood.

### H.M.S. DIAMOND ROCK

To the southwest of the Island of Martinique, at a distance of fifteen hundred yards from the shore, lies an islet known by the name of "Diamond Rock." It is one of the most remarkable points in England's naval history, for it was actually commissioned as a ship of war and provided with a crew of one hundred and some officers and men during our struggle with the French for possession of the West Indies. Commander James Morrison captured this remarkable "ship of war" in January, 1814, and armed it with seven guns, three of which were hoisted up in the top by means of hoists from a ship, the position being otherwise inaccessible except by means of a rope ladder. On May 18th, 1814, it was fired for the first time by the British—Villeneuve, whose tempting Nelson across the Atlantic, was brisquely unseated as such of his ships passed Diamond Rock on their way into Port Royal (now called Port de France), so a Portuguese later he sent a squadron of five French ships, including two hundred guns, besides eleven frigates and the captured and fifty troops, to attack the rock. Against such a force the four lower guns were ineffective, so Morrison, retreating to the top, defended himself with the three guns left him throughout a bombardment of two hundred guns lasting from 8 a.m. on May 18th until 4.30 p.m. on May 19th. The ships were being all but obliterated, he made advantageous terms with the enemy and surrendered; but the French lost seventy men in this affair, besides their baggage, whereas the English lost only two killed and one wounded. Such is the story of H.M.S. Diamond Rock, the only ship in its Majesty's fleet, which never sailed, dropped anchor, or set a sail.

## Make Your Home Spotlessly Clean

WITH LESS WORK AND EXPENSE

If the carpets and rugs in your home were always kept perfectly clean, there would be little or no dusting to be done and housecleaning time would generally be forgotten.

## The EUREKA Electric Vacuum

clean so thoroughly that after a short time, you could beat your carpets and rugs and no dust could be seen. It dislodges no dust into the air, the vacuum completely removing every speck of dust and dirt with which the carpets come in contact. The Eureka cleaner is supplied with a brush which cleans.

It weighs less than 16 pounds and runs over the carpets and rugs with hardly any effort. The cleaner rolls on rollers and the wide 12-inch cords cover a large space with every stroke, enabling rapid work.

You now discard your broom and carpet sweeper and use the Eureka entirely for your cleaning. Your furniture, walls, ornaments, pictures, glass, etc., do not become dirty because the dust is not stirred to reach them. The periodical housecleaning time can now be saved there is no dirt to be found.

The Eureka is the only method that keeps perfect cleanliness. It is the use of the broom and carpet sweeper that makes dusting and housecleaning necessary, that keeps the air full of dust and germs, that requires so much time, that makes dusting a drudgery and that is the most costly. The Eureka is a matter of work, money and time. It makes the atmosphere of the house pure, and best of all, it keeps your home spotless.

45,000 satisfied customers are using the Eureka.

Write for our free Circular "70" and free trial offer.

**Onward Mfg. Co.**  
BERLIN, ONT.

## A Good Chance to Increase Your Income

We have got four hundred young and old business men in Canada in the way of earning \$5.00 each and 4.50 p.m. a day, and we are looking for more. If you are an experienced man, you can get the same offer by writing. The more you do, the more you can do, and the more you can do, the more you can do.

WRITE US FOR PARTICULARS

**THE MACLEAN PUBLISHING COMPANY**  
143-152 UNIVERSITY AVENUE, TORONTO, CANADA



## Whittemore's Shoe Polishes

Black, Tan, Brown, Red, Green, Blue, Purple, White, and all other colors. The only shoe polish that cleans and shines at the same time.



"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

"GOLDEN EGG" The only shoe polish that cleans and shines at the same time. The only shoe polish that cleans and shines at the same time.

## SCIENTIFIC QUACKERY

Old Folk-Cures Healed with Healing by Suggestion

PSYCHOTHERAPY, or healing by suggestion may look like a twentieth century discovery, but the truly remarkable thing about it is the extent to which it has been practiced without being scientifically understood.

Popular psychopaths, says Dr. Abram Lippis in the *Popular Science Monthly*, see long known, natural cures in only one healing act. The best known example of such-cure is probably that of the toothache that comes when the dental office is approached. If a man may cure his toothache by reading or the doctor of a dentist's office, why may he not cure it by applying into a frog's mouth, or something like gum with a nail and drawing the nail into an old tree. Why should it be more difficult to believe that toothaches have been cured by these means as frequently as by the rights of a dentist's hand? The therapeutic agent in such cases is the same. It is suggestion, and we call it "suggestion."

Among the strange people of modern England a variety of devices for remembering the ages are known. If you put a lock of your hair into an ash and give a wooden stick with your hand, your age will be transferred to the ash. Or, to mention only one other, you may take nine or eleven sticks, string them on a thread, saying with each stick, "Here I leave my age." Toss them over a fire and as the sticks drop out, so will your age.

### Effect of Suggestion

Observe how the last method coincides with modern scientific psychology. The practitioners of the automatic movement tell us, in "Religion and Medicine," that when giving such a verbal suggestion, it is well to accompany the words with some action, however trifling and absurd—the absurdity of the action, in fact, being rather something in its favor. For example, when you say to yourself, "I put away all worry," you might put an old shoe out of sight and think of your worry as clinging with the shoe. The most cure for ages already accomplishes these directions. It takes advantage, moreover, in a very cunning way of another psychological discovery—the hypnotic influence of bright light when placed at length. Most people remember as familiar with this phenomenon as from their experience in church at strongly illuminated sermons. They know how difficult it is to keep awake—unless the lecture is unusually exciting. Now, suggestion is most effective on persons who are in a somnolent or hypnotic condition, and your credulous victim, sleeping with the fire on the candle made and repeating to himself, "Here I leave my age," is performing a very pretty psychological experiment as a strictly scientific device.

Scientific psychopaths have undoubtedly taken this last of twentieth century healing by suggestion, and have made it a popular practice. The device is perhaps

## The Most Popular Perfume In Daily Use

INDISPENSABLE ON EVERY DRESSING-TABLE



For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

## It must be—Bovril

You can be sure of being satisfied if you take Bovril. Purely by virtue of its own food value, partly through its unique power of causing assimilation of other foods, Bovril has been proved to produce enormous results in bulk, bone and muscle equal to 30 to 25 times the amount of Bovril taken. **DR. HENRY H. BOVIL.**

Of all stores, etc., at

3m. 25c; 7m. 40c; 14m. 70c; 28m. 1.00; 56m. 1.25; 112m. 1.50.

Bovril Coffee, large, 1.00; 5.00, 10.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

112m. 1.50; 224m. 3.00; 448m. 6.00; 896m. 12.00.

## ROYAL POLISHES



TEST FOR HOUSEHOLD PURPOSES

Royal Polish Co.

Muskegon, P.Q.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

## Common Sense Exterminator KILLS RATS AND MICE



For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

## TO PREVENT Falling Hair



## Use CUTICURA Soap and Ointment

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

Remember: Make a parting and rub gently with Cuticura Ointment. Continue until whole scalp has been gone over. The next morning shampoo with Cuticura Soap and hot water. Shampoo again may be used as often as desired, but once or twice a month is generally sufficient to remove dandruff, itching irritation and prevent thin, falling hair.

## AGENTS-SALESMEN

WE WILL INCREASE YOUR BUSINESS

Your Chance to Increase Your Business

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.

For the Scent and Taste of the Florida Water, Murray's Florida Water is the most popular perfume in daily use.







# Overland



## \$1250

Complete equipment,  
Jack Tole, Daily Post.  
\$1,250—With electric  
starter and generator,  
Jack Tole, Daily  
Post.

### The Most Suitable and Sound Investment For the Whole Family

**R**IGHT now thousands of families are daily depriving themselves of an endless chain of convenient pleasures, comforts and benefits that could be theirs just as well as not. Get a big handsome Overland pointing out into the very midst of your family, and you increase the pleasure and broaden the viewpoints of everyone in the house.

Taking everything into careful consideration, the Overland is the most practical all-year-around family-car on the market. It is not too large, nor is it too heavy or cumbersome. On the other hand, it is not small, dinky or cramped—but just the right size for the full comfort, and the complete and everlasting enjoyment of every member of your household.

### The Willys-Overland Company, Toledo, Ohio



Manufacturers of the famous Overland Delivery Wagon, Overland and Willys-Overland Trucks. Full information on request.

### Messrs. Gaso, Carb, Spark & Co.

Continued from Page 36.

"Tell him," commanded the cypherist brother, in silence.

"Well," began the Carboniser, "There are a great many things you must understand to begin with. You know our club, young Harbert? He is one of the youngest men in Canadian politics and one of the most gifted of the younger set at Ottawa. Perhaps you noticed him in the war; a big fellow with a pair of clear eyes and a chinless face. He was in the first election in this very constituency just by the sheer merit of his speaking and the force of his personality. He has always been popular. I have seen him share his bar rough side. When he went from the Legislature to the House of Commons people knew at once that there was a great man behind the name. He was moved from the back benches to the middle benches in one session and people have been wondering for a long time when he would be moved to the front benches and given a portfolio.

"There was a reason, but few people know it. The fact that does not matter any more is because we doubled the bill the other night—in time. The Old Man—that's the Prime Minister—the Old Man's name, and the little rascal which the Chief told when he bought us, was the only one that knew the reason. Our Chief asked just one important thing. He was not willing to leave a plug. He wanted to be playing long hands all the time. He wanted to be given big jobs and hard jobs; but he was never able to see the worth of doing plain, common, always pieces of work. He could be treated with big things any day. He had judgment, discretion, foreknowledge and perfect faith of aggressiveness, but he lacked the diplomacy of the game. He couldn't be relied on to do little pieces of plain work conscientiously. That was his worst fault; but it was a serious one, because it is a public man as it is a private one. A public man, Harbert would have been a justice minister long ago, when old Gaso died, but the portfolio went to Harbert, because though Harbert is comparatively dull, he is steady, always as hard when wanted, even in the grain, a good fighter.

"Well, there was the Old Man's name—a woman? Our Chief's chance of promotion and of winning the woman all depended upon the Chief's journey to play the game as it ought to be played. The day before the election was the day we came from the factory and were delivered to the Chief. It is a tale of the election, when he landed and were ready he went down to the railway yards to meet us. He wanted to get right in and drive and as a matter of fact he did, as soon as he could. 'Kidney' (Oh, he was sure of being elected. People knew his platform. His organization had been working well and surely he could take a

## No Man Can Justify Higher Tire Prices

### Higher Than Goodyear No-Rim-Cut Tires

Many other Canada-made tires are offered from one-eighth to one-third higher than Goodyears.

### Made in Canada

These tires are made by Canadians in Canada. As part of the Goodyear organization, our Bowmanville factory gives you the benefit of the experience and methods of our great Akron plant.

### More Can't Be Given

We say to you—after 14 years of trying—that more of value can't be given than we give in No-Rim Cut tires.

And no other tire can so much to make, unless that cost is due to wasteful methods or to smaller factories.

We give you here, in a costly way, the most suitable tire that can't give out.

We give you the "On-Air Car"—to minimize blow-outs.

We have reduced by 60 per cent. the risk of loose tread.

Add in All-Weather tread and you give you an automobile with which nothing of the kind compares. Yet for these you actually pay less than for other Canada-made anti-skid tires.

And not another line on the market offers you any one of these costly features.



**GOODYEAR**  
TOLEDO  
No-Rim-Cut Tires  
With All-Weather Tread and Smooth

### Where We Save

We save by modern equipment. We save by a low-profit policy.

Higher prices have a reason which means anything to you. Prove this, if you doubt it, by second mileage tests.

### The Goodyear Tire & Rubber Company of Canada, Limited

Head Office: TORONTO

Factory: BOWMANVILLE

















# A Title on the Market

By  
QUENTIN QUARREN

Illustrated by  
TERENCE C. MARTIN



"I've had two or three calls already from men who seemed most anxious to buy 'Loving Lies'."

TERENCE was in a particularly agreeable mood that evening, the group of three seated around a conference table in a snug little club up three flights of stairs which explains why the matter was ever carried to him. His point could be made, no matter how insignificant, without a money order or a killing remembrance. Accordingly when Bert Dean, owner of "Greener" Dens, outlined the remark that "Loving Lies" was a dud, the rest of the company fell upon him with one accord.

"Now, leave what I've needed in my business all along," remembered Arthur Eaton. "An action every-day-in-the-week dud."

"Lead me to the biggest headline you can find," demanded Al Tarrell, with a dramatic gesture. "Lead me down with millions of buyers! Because me with the titillation of 'Loving Lies'! A lot of things happen without any headlines. I'm willing to be supplied, uncomplaining, ground down under the headline, innocent headline that can be loaded into one headline."

"You fellows don't know what it is to be able to do what you like," said Dean, in a settled tone. "I've been able to keep out your own earners. You'd had liberty."

"It is in liberty," said Tarrell, "that we get up at nine in the morning, weary of the praise of paid liberty! With forty-eight dollars in the bank and twelve dollars in the pocket of the overcoat. I've paid five dollars!"

"But, say, Tarrell," growled Dean. "Give me a chance to explain what I mean. There's only one thing in this world I was out of for. I was money for the stage. But would the governor

hear of me trying suit? Not such as you could afford! He threatened to cut me off with a shilling. And so here I am, doing nothing at all and spending the old man's money!"

"Why not stage some amateur theatricals?" suggested Eaton. "You could have the fun without any of the hard work that the professional has to want. Don't see that would be any real hardship to you?"

"I would make a ham actor," suggested Tarrell. "Don't fall into a silly silence and the matter dropped."

Dean turned around to another dame. "I heard to-day that this English boy, Lord Levering, had called for home," suggested Tarrell. "His name over to find a Canadian before, but must look just as single and poorer than he is. Only 'I hear he's straight personally, but the idea of a girl marrying a man just for his title is repugnant. We're too democratic in Canada for that sort of thing.'"

In an instant they were at it again, hammer and beam.

"Democracy," sniffed Dean. "It's a meaningless word, a mere nothing, a plausible phraseology. Didn't the monarchs make things for the same man who would have his French blood must direct to old B. A. Born, Eng? And two hundred years from now the little world will have seen only for the sake of the headline, innocent headline that can be loaded into one headline."

"You're dead wrong," declared Dean. "For one girl who would put blue blood above all considerations, there are a thousand who would like to be the daughter of the king—"

"Watch it, Bert," the deafened headline, disconcerting at the moment," said Tarrell. "Fortunately I agree with Dean. Most women are willing to accept any kind of a man if a little goes with him."

"Then why did Lord Levering go home without a wife?" asked Eaton. "When getting up at this question or being accepted by a million men. What ever the idea was it seemed to afford him a lot of amusement. He dropped down on his knees in front of a woman and she called loudly for the waiter."



"The boy," said Tarrell, grins. "He's going to be on the job."

"The boy, in the house," he asked. "We're going to drink to the greatest title thought I ever owned. I've got the idea for a badly needed holiday. You see I've been working too hard at doing nothing recently. You two don't know what hard work it is to do nothing at all. The old man was too hard on me engaging in anything but his rotten old rearing, for which I'm about as well fixed as a Pagan, with no bridge what, and something to do for a change. I thought for a time that taking a holiday during which and then I considered going to a station on a steamship. But now I've got the real thing, pure scheme for a strenuous time. I'm going to tell two kids with the same. Or to put it another way I'm going to carry over to the eleven month of Eaton on two points at one crack."

Over the wire he explained his plan. "I'm going to pick out some men and get them displaced on a boat. I'll make sure to all the barones in the place—the more the merrier—and show Eaton how that a title is the worst way in the advertisement of the feminine before the name time I'll demonstrate to the pair of you that I'm a baron, a Earl, and as I've rolled into me, but just all the barons will by the headline of wealth imposed by an absolute parent."

"You've convinced me on one point at least," said Tarrell. "There's a natural born shrew, Dean."

"Say, Dean," said Tarrell, "if you really mean to go ahead with it, try it out in my bare skin, will you? I see the place a grudge."

Yanclair was a democratic man. Emphatically acknowledged that, per-

**DIAMONDS**  
\$1-\$2-\$3  
WEEKLY

Save money on your Diamonds by buying from us. We are Diamond Importers. Prices \$1.00 down, \$1.00 in 21 weeks. We guarantee you every advantage in Price and Quality.

Write to me for catalogue, it is free. We will pleasure to get you a list of diamonds at \$1.00 down. Please send to each order a check for \$1.00.

TERENCE MARTIN, Diamond Importers  
Office in London, London, England

**BE A WRITER**  
EARN BIG MONEY AT HOME

**MOTION PICTURE PLAYS**  
SPARE TIME

**Here's Your Opportunity!**

Twenty million moving picture "stars" at \$1.00 down, \$1.00 in 21 weeks. We guarantee you every advantage in Price and Quality. Write to me for catalogue, it is free. We will pleasure to get you a list of diamonds at \$1.00 down. Please send to each order a check for \$1.00.

TERENCE MARTIN, Diamond Importers  
Office in London, London, England

**You Can Succeed in This Work**  
Your ideas are worth money

Write to me for catalogue, it is free. We will pleasure to get you a list of diamonds at \$1.00 down. Please send to each order a check for \$1.00.

TERENCE MARTIN, Diamond Importers  
Office in London, London, England

**Let Us Teach You To Turn Your Ideas Into Dollars**

Write to me for catalogue, it is free. We will pleasure to get you a list of diamonds at \$1.00 down. Please send to each order a check for \$1.00.

TERENCE MARTIN, Diamond Importers  
Office in London, London, England

**Send For Our Catalogue**

Write to me for catalogue, it is free. We will pleasure to get you a list of diamonds at \$1.00 down. Please send to each order a check for \$1.00.

TERENCE MARTIN, Diamond Importers  
Office in London, London, England

hardly the members of the last barons who frequently took part in church houses, contributed liberally to charities and so forth. There was a few disgraced individuals who sought to improve the fair name of Yanclair and spoke of it as a source of social mobility, but they were mainly people who had endeavored to break into the "body of barons." The same desire of Yanclair's family and had failed. Tarrell was one of those who refused to have tribute to the dogmatic democracy of his home town. So Yanclair, unconvinced himself will be an irrepressible and cynical young man who had studied openly in every school and every body.

And it was not to be wondered at that all Yanclair felt a sense of generous excitement and anticipation, particularly the members of the aforementioned last family, when it became known that a member of the British peerage, one Lord Levering, had arrived in town. Yanclair had once a most intimate and a famous meeting, and the well-known champion of America, but never before had a real head man within its borders. When the news first came that a personage stronger with a healthy air, a budding young monarch, and a most considerable stock market of clothes had arrived at the State Hotel and had signed the register with a flourish, "General Lord Levering," that feeling was kindled. It was a feeling that the crowd began to grow. Finally that Lord Levering, the clerk, desired something would have to be done. He walked out to the front entrance step.

"All coming in stick to the right!" he announced. "Then as has put their quarter and their money's worth, stick to the left. And get out of the building here, gentlemen. The only real, live lord in captivity! Here you, what's your name?"

The individual addressed moved sheepishly and walked through into the lobby. He regarded him rather in his form into the doorway and blinked all further signs.

"What's he look like, Bert?" asked a friend in the crowd.

"Pretty much the same as any of us," replied the boy, looking down. "Except he's short, big, short, but only money by started where you leave off. And as for that, he's got a little more of a face, but not much more."

At that point he was interrupted by the return of the curious native whose entrance he had questioned a moment before. "Don't see him," complained the latter. "What goes to take a look."

"Then I suppose you want a rain check," said Dean. "Have you got the whole lot of you. Fortunately the last performance to-day."

Then Lord Levering, in a long time of it after he emerged from his lab. First he gave audience to two reporters from the local papers and explained that his presence in Vancouver was only a momentary. He had found himself with a couple of days not filed in and an acquaintance in Vancouver had recommended that he see Yanclair.



## On Which Side of the Desk Are YOU?

The man before the desk works with his hands and is paid for his labor.

The man behind the desk works with his head and is paid for his knowledge.

It is surely a question of KNOWING NOW.

The first step in "knowing how" is simply a matter of getting out, doing so, and getting in the correct about face.

In return we will show you how to improve your position, increase your salary, or get into a most congenial occupation, without leaving home or losing an hour of time from your present work.

There are no requirements beyond ability in read and write, and the ambition to succeed. Thousands of men date the beginning of their career in the day they filled in this coupon. Take the first step in your own advancement today.

## Mail This Coupon—NOW

**INTERNATIONAL CAREER OPPORTUNITY SCHOOLS**  
Write to me for catalogue, it is free. We will pleasure to get you a list of diamonds at \$1.00 down. Please send to each order a check for \$1.00.

TERENCE MARTIN, Diamond Importers  
Office in London, London, England



















# Williams' PATENTED Holder-Top Shaving Stick

Nothing touches the soap but your face. You hold the shaving stick by the metal holder, which allows you to use the last available bit of soap as conveniently as the first.



The Holder-Top Stick is the last word in convenience. Add to this the absolute purity of the soap and its creamy, lasting, abundant lather and you have a shaving luxury that is pretty near perfection.



THESE OTHER FORMS OF THIS SAME GOOD QUALITY:

Williams' Shaving Stick (Hollow Cover)  
Williams' Shaving Powder (Hollow Cover)  
Williams' Shaving Cream (in tubes)

A complete set of these four shaving preparations will be sent postpaid for 40c. in stamps.

THE J. B. WILLIAMS COMPANY  
Grand Rapids, Mich.

#### WILLIAMS' JERSEY CREAM SOAP

and not exclusive line of Toilet Soaps have the same softening, stinging, emollient qualities that have made Williams' Shaving Soaps so famous. Ask your dealer for them.

## Spanish Gold

Continued from Page 26.

"I don't know," said the Major. "I dare say you're sorry now there's no word. I think if it was your job to go on and try to slip round some back way and sweep out Hagginsbottom's bed before sleep."

"I won't do that. I make mistakes, undoubted ways of doing things. Let me be just plain, Major, whatever else we do. We'll go on with my head up. We're willing to be ashamed of."

"You may go by yourself. I won't. I'll stay on the patch till there's leisure enough to take her out of there."

"Very well, I'll go alone. After all, the man is a stranger here, and whether there's a ghost in his bed or not we ought to try and clear him up. He has a way. I wonder where she's going to?" She looked for the north point of the island, and that looks rather as if she meant to strike landward. I hope in goodness Hagginsbottom hasn't been talking about Sir Giles and the lady. I'll like to have a chance of making a good impression before I have to begin explaining that business. I wish Sir Giles hadn't gone off in a ridiculous half. If Wye's men friends I might be out last to stand over the lady and she it would have been all right. The Chief Secretary couldn't well contradict a baronet, whatever he might think in his own mind. It isn't my fault; Sir Giles took offense the way he did. I was taking him the literal truth. I couldn't start inventing a lot of lies just to please him."

"I don't see why you couldn't. You've invented plenty the last few days."

"The going on shows now," said Melrose. "I am Widdoway and Hagginsbottom striding up together towards the boat. I don't suppose he's likely to go to bed at this hour of the afternoon, but in case of accident I'll go at once."

"The only thing you seem to mind about is that broken glass. It doesn't seem to me nearly so serious as the other things."

"It isn't. Considered by itself, it isn't really serious at all. The thing is that Hagginsbottom won't know how it got done. He won't have any explanation to offer. The Chief Secretary, pushed and bleeding, will blame the wrong man. He'll think that Hagginsbottom has been playing off some new kind of apple pie on him and he'll be upset about it. That will ruin Hagginsbottom's prospects in life. That's why I'm anxious about the boat. I must get off at once."

"Oh, no," said the Major, with a sigh. "The Lord alone knows what you'll do when you get ashore. Things can't be much worse, anyway."

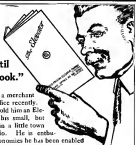
"Isn't he chosen," said Melrose, as he got into the punt. "You trust me a little. I'm not at the end of my resources yet, by any means. After all, what's a Chief Secretary? I suppose

## FACTS



GIPE-HAZARD STORE SERVICE CO., LTD.  
40 ONTARIO STREET, TORONTO, CANADA

"I didn't know I needed an Elevator until I saw this book."



THAT'S what a merchant said in our office recently. We had just sold him an Elevator for use in his small, but growing, factory in a little town in Western Ontario. He is enthusiastic over the economies he has been enabled to effect through the installation of a small hand-power Elevator, costing but \$700.00. He has discovered the secret of efficiency in handling goods and filling orders. He has learned how to cut out unprofitable methods and reduce the cost of labor by eliminating waste time and needless effort.

Perhaps you may find in this Book the solution of your most difficult problem. Isn't it worth writing for?

OTIS-FENSOM ELEVATOR COMPANY  
LIMITED

56 BAY STREET, TORONTO

Fill in this coupon with your name and address. Then tear it off and mail at once. You'll get the book by return mail. Don't put it off and forget.

COUPON "2001"

Please send me your Book

Name

Address





The Reliance Engraving & Co.  
Sixty Four Temperance St.,  
Toronto.



Write us regarding your next engraving order.

out of the chair. He walked across the hall, turned his back on Melinda, and stood out of the window.

"I came up here to have a chat with you," said Melinda. "Perhaps you wouldn't mind having a chat. I always find it interesting to talk to a woman who can talk back the other way. I don't make a point of it, of course. If you've got into the habit of keeping your back turned to people, I don't want you to alter it on my account."

Mr. Witherby turned round. He seemed to be on the point of making an angry remark. Melinda faced him with a threat under the look of irritation fixed in Mr. Witherby's face. He appeared puzzled.

"It's about Hargrave's book," said Melinda. "That I want to remark. It's an excellent book, I believe, though I never said it is myself. Yes—"

"All this—concerning the matter with the bed?" said Mr. Witherby sternly. "Mr. Hargrave has tried himself repeatedly the facts to the proper authorities."

"You can't misrepresent me. And, in any case, Hargrave can't move in the matter because he doesn't, at present, know that there is anything about the bed. By the way, to take up with him for his own in his own house, I might want to give you a word of advice. Don't sleep in Hargrave's bed tonight."

"I haven't the shadow intention of sleeping in it."

"That's all right. The glad you haven't. The fact is"—Melinda's voice took a turn to a whisper—"there happens to be a quantity of broken glass in that bed. I told casually told a man with your experience of life that broken glass in a bed isn't a thing which suits everybody. It's all right, of course, if you're used to it, but I don't suppose you are."

Mr. Witherby turned. This time towards the door. There was something in the aggressive firmness of Melinda's face which tempted him to speak. He caught sight of Hargrave's book standing white and unopened on the threshold. He made a dash at the dignity which had nearly smothered him and frowned severely.

"I think, Mr. Hargrave," he said, "that I should like to take a stroll round the library."

"Come along," said Melinda. "I'll show you the upper. You don't mind climbing walls, I hope. You'll find the place most interesting. By the way, don't forget! There's a nice little bazaar called the Bed Fair. Any man with a taste for Italian would take to him at once. And there's a little girl about the age of a girl friend of Hargrave's. She's the granddaughter of old Thomas O'Flaherty. By the way, how are you going to manage about Thomas O'Flaherty's bit of head? There's been a lot of trouble over that."

Mr. Witherby walked down again in the hammock-chair and stared at Melinda.

"Of course it's your affair, not mine," said Melinda. "But, if I can be of any help to you, you're only got to say so. I know old O'Flaherty pretty well, and I may say without boasting that I have

## The Kalamazoo Loose Leaf Binder is easy to operate



The "KALAMAZOO" Binder will do everything that any other binder will do and do them better. It is constructed and operated on an entirely different principle from all other binders.

It is the only binder that does not require to be "padded" to a certain thickness in order to be workable.

Sheets are inserted and removed in the "Kalamazoo" binder just as easily as in any other, and the wide, flat holes which fit over the sheets ensure perfect alignment. In addition to this, the unique construction of the binder permits of straightening the sheets into perfect order before locking if they should work out of position while in use.

The "Kalamazoo" binder is recommended highly by schools of use throughout the country.

WRITE TO DAY FOR BOOKLET "W." IT WILL TELL YOU ALL ABOUT IT.

Warwick Bros. & Rutler  
3000 Yonge St. & Adelaide St. E.  
Book Makers  
Toronto

No Spluttering  
with  
JOHN HEATH'S  
TELEPHONE PEN 5278  
Registered in Canada  
The best of the leading  
Business in Canada.

as much rehearsal with him as any man has the school."

"If I want your assistance I shall ask for it," said Mr. Witherby coldly.

"That's right," said Melinda. "I'll do anything I can. The great difficulty of repair, in the language. You don't talk French yourself, I suppose. Hargrave tells me he's learning. It's a very difficult language, highly inferior. I'm not very good at it myself. I can't carry on a regular business conversation in it. By the way, what is your opinion of the Gaelic League?"

A silence followed. Mr. Witherby gave no opinion of the Gaelic League. Melinda sat down again on the corner of the table and began to swing his legs. Hargrave's head stood in the doorway.

Mr. Witherby, with a head-on look on his face, lay back on the hammock chair.

"I see," said Melinda. "That you're not your pocket again. That was which made me think you were going to sleep in Hargrave's bed. I suppose you'll be back before night."

"Really—?" began Mr. Witherby.

Melinda replied at once to the tone in which the word was spoken.

"I don't want to be asking questions. If there's any secret about the matter, you've got right to keep it to yourself. I quite understand that you Robert Melinda don't always say out everything that's in your mind. I only understand the matter because the conversation seemed to be lagging. You wouldn't talk about Thomas O'Flaherty's bed, and you wouldn't talk about the Gaelic League, though I thought that would be sure to interest you. Now you can't talk about the matter. However, it's quite easy to get on some other subject. Do you think the weather will hold up? The glass has been dropping the last two days."

Mr. Witherby struggled out of the hammock-chair again. He drew himself up to his full height and squared his shoulders. He then attempted to suppress a sign of indignation. He addressed Hargrave.

"Will you be so good as to go up to the old man you spoke of—"

"Thomas O'Flaherty?" said Melinda. "There's the man to mean—your know, Hargrave."

"And tell him—" went on Mr. Witherby.

"If you're to tell him anything," said Melinda, "don't forget to tell someone with you who understands Irish."

"And tell him," repeated Mr. Witherby, "that I shall expect him here in about an hour to meet Father Mulcahy."

"I see," said Melinda. "So that's where the party's going. You've sent for the priest to talk sense to the old boy. Well, I dare say you're right. Though I think we could have managed with the help of Mary Kate. She knows both languages well, and she'd say anything for me, though she has neither a drop on Hargrave's head. It's a pity you didn't consult me before sending the

## Every Office Manager Should have our Booklet "L"

It is a catalogue of fine office furniture such as every efficient office should be equipped with.

Prices are clearly marked and descriptions are concise and carefully illustrated. We will gladly mail booklet "L" on receipt of a post card from you.

### Are You a Purchasing Agent?

If so, booklet "L" should be on your cartilage. It is so that you may be enabled to choose from the vast time the question of Office Furniture arises.

Ask your stenographer to drop me a Post card for booklet "L" today.  
"Lindsay of the House of Lindsay"

## Lindsay Library and Office Fittings, Ltd.

Head Office: Lindsay, Ontario

Branches: Toronto Montreal Windsor

## LINDSAY OFFICE FITTINGS

OFFICE FURNITURE  
PRIVATE OFFICE PARTS  
TIKON  
BANK FITTINGS, COUCH  
CHAIR  
TELEPHONE CABLES, FIT  
TIKON, ETC.  
DESIGN FOR HOME USE

## The Lowest Cost Method of Shipping Goods



## Hinde & Dauch Corrugated Fibre Board Boxes

Will put your shipping department on a more efficient and less costly basis. The H. & D. method of Packing has enabled thousands of Canadian concerns—large and small—to pack and ship their products at a saving of 20% to 50%.

H. & D. method facilitates the handling of merchandise, minimizes floor space, contains below expenses, eliminates damage charges, reduces costs of shipping. Does away with noise of saw and hammer, and saves loss from delays. Customers appreciate the H. & D. method of delivery.

### MODERNIZE YOUR SHIPPING DEPT.

No matter what the nature of your product may be there is an H. & D. system exactly suited to your special needs. Have a FREE SAMPLE made and get it to every conceivable test that shipped articles are subject to.

Tell us the nature and exact size of your product and we will send you absolutely free an H. & D. box most suited to the nature of your product. Our Booklet, "How to Pack It" FREE on request.

THE HINDE & DAUCH PAPER CO. OF CANADA, LIMITED  
43 HARRAN AVENUE, TORONTO, ONTARIO

# The DICTAPHONE Girl

RECORDED



"Bang! Why, I just listen to Mr. Smith's voice and write out what he says on the typewriter. I can regulate the Dictaphone in any typewriting speed, and then if it happens to miss a word, there's a back space key like on any typewriter, and when I press it, Mr. Smith's voice obligingly says the last few words over again."

"I don't have to risk my life any more by making him to repeat—You know how Mr. Smith loves to be interrupted. It always makes him forget what he was going to say, and then he goes right up in the air."

"Yesterday I wrote 80 letters and if I had had to take these down in shorthand first, I'd have had to stick around here until all hours. As it was I got them all done in plenty of time."

"Eye strain? I'm through with that! And 'cold noses' don't worry me now. When I sneezes, my letters are right. And why shouldn't they be? I copy her own words, instead of copying my notes of her words."

"I hope I never see a shorthand note-book again! I'd just as soon give up my typewriter and go back to writing letters in long hand."

"Yes and I didn't like the idea of the Dictaphone when I started, either."

Demonstrations in your own office on your own terms.

## THE DICTAPHONE

Colson's Canadian Corporation  
Sole Importers

55 Adelaide Street West

TORONTO

Branches in Montreal, Chicago  
Boston, New York, etc.

"You Buy a Dictaphone—You know  
should see and hear it."

Approved by the Undersecretary  
General Delivery Machine of the  
Panama Pacific International  
Exposition.



## Morning, Noon and Night

It is a gratifying pleasure to smoke a 7-20-4 cigar."

It is a great smoke—the kind that you like to keep by your friend.

If you are not acquainted with the cigar, accept this introduction and drop in to your dealer, ask him for a 7-20-4 and congratulate yourself on having discovered a real cigar smoke. Try it.

Sold by nearly all high-class tobacconists.

Sherbrooke Cigar Company  
Sherbrooke, Que.



steamer off all the way to Lunenburg. However, it can't be helped now."

Heggenbach departed on his errand and shot the dust of the day from his coat. The Chief Secretary turned to Nelson "You're clumsy," he said, "So forget your company as to this afternoon is a most inconvenient time."

"I'll go at once if you like," said Nelson. "I only came up here for your own good, to warn you about the state of Heggenbach's boat. You ought to be more grateful to me than you are. It isn't every man who'd have taken the trouble to come all this way to warn a total stranger from getting his boat full of broken glass. However, if you have me away, of course I go. Only I think you'll be sorry afterwards if I do. I may not wonder really that I find away the most annoying person on this island at present."

"As you are here," said Mr. Willoughby, "I take the opportunity of asking you what you mean by talking that outrageous story to Mr. Heggenbach. I'm not accustomed to having my name said in that way and, to speak plainly, I regard it as insolent."

"You are probably referring to the pedagogical story of this island."

"Yes. To your knowledge that I employed a man called Kent to survey the island. That is precisely what I do refer to."

"Then you ought to have said so plainly at first, and not have left me to guess at what you were talking about. Many men couldn't have guessed, and then we should have been enabled about at once progress to the next hour or so without getting any further. Always try and say plainly what you mean, Mr. Willoughby. I know it's difficult, but I think you'll find it pays in the end. Now that I know what's in your mind, I'll be very glad to discuss it with you. You know Heggenbach, of course?"

"Yes."

"I met him this afternoon for the first time."

"Then you can't be said really to know Heggenbach. There's a pity, however, without a close and intimate knowledge of Mr. Heggenbach you're not in a position to understand that geological survey story. Take my advice and drop the whole subject until you know Heggenbach better. After spending a few days on the island in constant intercourse with Heggenbach you'll be able to understand the whole thing. You'll appreciate it. In the meanwhile I'm sure you won't mind my adding that we are on the subject myself. It was you who introduced it—that you ought not to go lagging to somewhere without a proper knowledge of the facts. I will state the thing this morning to Major Kent as he is expected that you had come here to attend for his lecture."

Mr. Willoughby pulled himself together with an effort. He felt a sense of bewilderment and began confabulate. The narrative was familiar. He had experienced it before in the House of Com-

## Typewrite Your Letters and Print Your Office Forms AT HALF COST

**Model A**

**Price \$100**

Write, send, and receive letters, forms, etc. in any language. No extra cost for extra forms. No extra cost for extra forms. No extra cost for extra forms.

**No Extra To Buy**

**Model A**

**Price \$100**

Write, send, and receive letters, forms, etc. in any language. No extra cost for extra forms. No extra cost for extra forms. No extra cost for extra forms.

**No Extra To Buy**



## Good Money Paid

For "extra" paper of any description.  
All London, Boston, etc.

**We Sell You**

Covers for business parties and envelopes and other paper.

**Good Value**

Write Us for Particulars. Satisfaction Guaranteed.

**E. FULLAN**  
201 Adelaide Street W., Toronto, Ont.  
Phone 4-10-10

more when Irish members of both parties asked questions on the same subject. He knew that his only chance was to appear reasonable, however dangerous, and get back at once to the original point.

"I'm willing," he said, "to listen to any explanation you have to offer, but I do not see how Mr. Heggenbach's character shows, or can alter, the fact that you told him what I can only describe as an outrageous lie."

"The worst thing about you Englishmen is that you have such short minds. You don't appreciate the lights and shades, the finer nuances, what I may perhaps describe as the discolorations of things. It's just the same with my friend Major Kent. By the way, I ought to apologise for him. He ought to have some sense and called upon you this afternoon. It isn't the worst of luck which presented him. He's a strong transient, and on principle he respects his Majesty's Ministers whatever they bring to the fact is he was a little nervous about this geological survey business. He didn't know exactly how you'd take it. I told him that you were a reasonable man and that you'd see the thing in a proper light, but he wouldn't come."

"With you kindly tell me what is the proper light in which to view this extraordinary performance of yours?"

"Certainly. It will be a little difficult, of course, when you don't know Heggenbach, but I'll try."

"Leave Mr. Heggenbach out," said the Chief Secretary fervently. "Tell me simply this, were you tempted to make a statement which you knew to be untrue, because I wanted?"

"You do a deliberate—that you didn't speak the truth?"

"I've always heard of you as an educated and cultured man. I may assume therefore that you know all about propaganda."

"I don't."

"Well, you ought to. It's a most interesting system of philosophy quite worth your while to study. I'm sure you'd like to see it understood. In fact, I expect you'd be preoccupied already without knowing it. None of us pretend to know."

"The waiting for an explanation of the story was told Mr. Heggenbach?"

"Quite right. His coming to that in a minute. Don't be impatient. If you'd have familiar with the geological philosophy it would have saved time. As you're not—though as Chief Secretary for Ireland I think you ought to know—I have to explain. Propaganda may be described as the method of the Ritzschian system of theological thought. You experienced the Ritzschian theory of value, didn't you, of course?"

"I don't," Mr. Willoughby began to feel very stupid. It seemed rather to feel the life of this strange lecture every word he said to make any effort to answer himself.

"If you mind if I interrupt?" he said. "I think I could listen to your explanation better if I smoked."

## Esterbrook Pens

250 Styles

**Esterbrook's Refill No. 314**

"An extraordinary pen that adjusts itself to your desired shape and writes smoother than the old goose quill. Made of special alloyed metal—no cork, no nib—lasts like a gold pen."

Sent 100, for one of each of the Esterbrook's 250 styles of pens, apply to:

**Esterbrook Pen Mfg. Co.**  
New York  
110 Nassau St., N.Y.  
Canada, N.J.  
Canada, N.Y.

## Consider Your Health

Drink Plenty of Water

Water is the most important part of your diet. It is the most important part of your diet. It is the most important part of your diet.

**GEO. E. FRODGE RANGE CO., LTD.**  
110-112, Lakeside, N.Y.

## The "SANITARY" ERASER

Erases the most stubborn stains without leaving a mark.

**O.K.**

For more information, apply to:

**O.K. Eraser Co.**  
110-112, Lakeside, N.Y.







## Would You Buy Toronto Property To-day at Prices Which Prevailed Fifteen Years Ago?

Of course you would—because (when it is too late), you know that you could immediately sell at several hundred per cent. profit.

THIS YOU CANNOT DO, BUT YOU CAN

### BUY BUFFALO PROPERTY

at prices which in two or three years ought to bring you from 200 to 250 per cent. profit. Let us send you, free of charge, our beautifully illustrated booklet about Buffalo. Write now to:

ROYAL DOMINION SECURITIES CORPORATION, INC. 401 College St., Toronto, Ont.

## Buy Stock in the Reliance Investment and Developing Company, Limited



We are now offering of Capital Stock, 100 shares with 20 per cent. paid up, at the price of \$100.00 per share. The company is now in the process of developing a large copper mine in the Yukon Territory. The company is now in the process of developing a large copper mine in the Yukon Territory. The company is now in the process of developing a large copper mine in the Yukon Territory.

Subscribed Capital, \$100,000.00. Capital Paid Up, \$20,000.00. The directors have decided to issue the price of stock \$100.00 per share after the making of any cash. Write for Prospectus and Memorandum to:

THE RELIANCE INVESTMENT AND DEVELOPING COMPANY, LIMITED  
 1400 Highway 1—Toronto, Ont. BRANTON OFFICE—1010, Prince Ave., Winnipeg, Man.  
 Agents wanted in provinces and districts.

## "THAT LOOKS GOOD"

When the appearance of your letters convinces the other concerned you have established yourself as a first class writer.

**PEERLESS**  
 CARBON TYPEWRITER PAPERS RIBBONS

produce letters that make the world's impression—and copies that are generally clear and legible.

They are essential to the quality of the letters and the quality of the results.

They are essential to the quality of the letters and the quality of the results.

They are essential to the quality of the letters and the quality of the results.

They are essential to the quality of the letters and the quality of the results.

They are essential to the quality of the letters and the quality of the results.

They are essential to the quality of the letters and the quality of the results.

They are essential to the quality of the letters and the quality of the results.



PEERLESS CARBON & TYPEWRITER MFG. CO. Limited  
 175-179 Dundas Street West TORONTO, CANADA

not have delivered, but we believed and perhaps held high thought the fact that it will meet with the approval of the business world of Ontario at the business sessions of the Dominion. The province was elected a few days ago in a very close election and it is a question whether it will be a success or not. It is so important an event in our history that it will be a success or not.

### After the Budget

While we regard the budget speech, we hope that very soon the business world of Ontario will be in a position to judge the merits of the budget. The province was elected a few days ago in a very close election and it is a question whether it will be a success or not. It is so important an event in our history that it will be a success or not.

While we regard the budget speech, we hope that very soon the business world of Ontario will be in a position to judge the merits of the budget. The province was elected a few days ago in a very close election and it is a question whether it will be a success or not. It is so important an event in our history that it will be a success or not.

While we regard the budget speech, we hope that very soon the business world of Ontario will be in a position to judge the merits of the budget. The province was elected a few days ago in a very close election and it is a question whether it will be a success or not. It is so important an event in our history that it will be a success or not.

While we regard the budget speech, we hope that very soon the business world of Ontario will be in a position to judge the merits of the budget. The province was elected a few days ago in a very close election and it is a question whether it will be a success or not. It is so important an event in our history that it will be a success or not.

While we regard the budget speech, we hope that very soon the business world of Ontario will be in a position to judge the merits of the budget. The province was elected a few days ago in a very close election and it is a question whether it will be a success or not. It is so important an event in our history that it will be a success or not.

### Some Hopeful Signs

Of the hopeful signs ahead, it is interesting to note that the province was elected a few days ago in a very close election and it is a question whether it will be a success or not. It is so important an event in our history that it will be a success or not.

Of the hopeful signs ahead, it is interesting to note that the province was elected a few days ago in a very close election and it is a question whether it will be a success or not. It is so important an event in our history that it will be a success or not.

Of the hopeful signs ahead, it is interesting to note that the province was elected a few days ago in a very close election and it is a question whether it will be a success or not. It is so important an event in our history that it will be a success or not.



## The Postal Life Insurance Company pays you the Commissions that other Companies pay their agents

THE POSTAL LIFE is the only Company that pays as much as 40% to the policy as the other companies. The policy is the only one that pays as much as 40% to the policy as the other companies. The policy is the only one that pays as much as 40% to the policy as the other companies.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

**40% of the Premium**  
 as Whole-Life Policy

In reference to the Postal Life Insurance Company, the policy is the only one that pays as much as 40% to the policy as the other companies. The policy is the only one that pays as much as 40% to the policy as the other companies.

Annual Dividend of **9 1/2%** Guaranteed in the Policy

And/or the first year's premium, plus a moderate advertising charge, compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.

Whether you sell or write, you make a guaranteed saving compared to the agent's commission for the first year, but a moderate advertising charge. Your first year Commission Deducted from your first year's premium.



Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

Postal Life Insurance  
 33 Nassau Street, New York

## THE ROYAL BANK OF CANADA

ESTABLISHED 1792

Capital Paid Up, \$1,000,000.00 Reserve Funds, \$1,000,000.00 Total Assets, \$10,000,000.00

HEAD OFFICE - MONTREAL, CANADA  
 R. L. PEASE, Vice-President and General Manager

330 Beeson in Canada and Newfoundland; 37 branches in West Indies, British Columbia and British Honduras

LONDON OFFICE - PRINCES ST., E.C. NEW YORK - COB. WILLIAM & CO. 875. 5, N. YORKERS, New York







## A "Globe" Time Recorder

protects your time like a Cash Register protects your money

You wouldn't think of letting your employees help themselves to your money;—yet you allow them to help themselves to time;—which is real money to the employer when it comes to pay day.

A "GLOBE" protects the interests of the employer, promotes promptness and increases the efficiency of the employee.

## It keeps an exact record of time

automatically printing in red figures all latest and overtime. Regular time marked in a different color. No matter how large or small your business, you need a "GLOBE." There is one to meet your particular requirement.

Our new catalogue "R" will show you many different styles and the adaptability of our wide range of time recorders.

## W. A. WOOD

Head Office and Showrooms  
195 BUREAU STREET, MONTREAL  
Branches all over Canada



## Wireless Telegraphy and Telephony

(Including Wireless on Aeroplane and Albatross)

By CHAS. G. ASHLEY, E.E.

Contains the latest information on a system which has become one of the most important of modern communication methods. It covers the theory and practice of wireless telegraphy and telephony, and the construction and operation of the various instruments and apparatus used. The book is written in a clear and concise manner, and is suitable for both the student and the practical engineer.

THE MACLEAN PUBLISHING COMPANY, LIMITED  
TECHNICAL BOOK DEPARTMENT 145-153 UNIVERSITY AVENUE, TORONTO

has an influence to do this or think. Whichever the mental model is the life process tends to reproduce. "As a man thinks, so he is," and what a man constrains upon his tends to realize. It is perfectly scientific.

If you are not succeeding as you ought, your mind may have become negative by worry or fear, or in other cases. If so, you can release it by its normal producing power by keeping your health up to standard and by perpetually holding the positive, creative thought, by substituting a vigorous faith in yourself. Just imagine that you are actually producing the maximum of what you want ever capable, just before sleep. If your mind is so productive as ever. Never allow doubt, worry, or anxiety to get a foothold in your mind. They poison the brain and kill its producing energy. Fear has ruined vast multitudes of great minds by killing their creative, producing power, thus rendering them negative.

The mind must be kept positive and vigorous in order to produce, and this is impossible when the mind is filled with mental confusion. On every level we see people who were once great producers who have gradually lost their fertility and productivity, and become imbalanced through the action of negative mental processes. We see them in the business world gradually lose all their grip, their force, their elation, and so on, because they. They become so negative to themselves. They do not know how to control their productivity, creative ability, how to govern their own business, negative by the depressing, neutralizing influence of great trials, financial reverses, domestic distress, the entanglements of debt, or of misfortune of some sort.

They do not know how to control the paralyzing effect of fear, worry, and believe they are victims of it, their bodily health becomes undermined, and their vitality lowered below the producing point, for discouraging, pessimistic thoughts run only against the mental process, but the body as well, and thus cut down efficiency. All negative mental conditions are past enemies. They are destroyers, they kill both mental and physical energies.

Keep your mind full of positive, vigorous thoughts. They are life builders, success builders. They will renew your body and keep your mind in a vigorous, constructive, inventive condition. If you constantly hold the optimistic, cheerful, mental attitude, you will find your inhibitions, your ability to begin things and push them to completion will be increased. You will be more of a man, stronger, more efficient, more aggressive. You will be more self-reliant, less inclined to lean, to trust, to depend upon others, to wait the chance's epidemic before you act. Your power and your resources deriving will be strengthened. Your mind will be less likely to vacillate, waver. In short, you will be invincible in your power, your will, your ability, which will make you feel like a king and master of every situation. You also want

anyway, anything great or worthy of you while your mental processes are hampered or paralyzed, made negative, by anxiety or worry. You must have mental freedom before you can initiate mental power, before you can create or produce anything of value.

Let the mind toward the thing you would accomplish so positively, so definitely, and with such extreme determination, and put so much grip into your resolution, that nothing on earth can turn you from your purpose until you attain it.

Very many examples of superiority, the assumption of power, the affirmation of belief to prevail, the mental attitude that claims success as an undeniable right, and, therefore, the whole man and give power to a combination of faculties which doubt, fear, and a lack of confidence undermine.

If I could give the young people of Canada but one word of advice, it would be this—"Believe in yourself with all your might." That is, believe that your destiny is made of you, that there is a power within you which, if awakened, aroused, developed, and matched with honest effort, will not only make a noble man or woman of you, but will also make you successful and happy.

If the people who are down in the world, who are discouraged, who believe that their opportunity has gone by forever, that they can never get on their feet again, only know the power of renewal of their thought, they could easily get a new start.

Always hold the picture of yourself as a producer, first of yourself as a creator, as an achiever. Never for a moment yield to the suggestion that you, perhaps, after all, may over-estimate your ability, that you are positively a weakling. Doubt and fear long indulged in will often change a positive mind to a negative one, and a negative mind attracts poverty and failure.

If we were to take an inventory of people who think they failed because they were bad, because they were the fate was cruel to them, because they were allowed out, crowded out of the career of prosperity and left high and dry on the beach, we should find that most of them had a vast amount of unacted upon ideas when they gave up.

It is a common fact that most people are killed by the advantages they have.

## Earthquake Construction

Earthquake construction has now reached a very practical stage in the various districts of Italy, where all new buildings are being erected under expert supervision with respect to their ability to resist earthquake shocks. Prof. Orsi, the Japanese architect, has estimated that 16 per cent of the deaths in the great Nankai earthquake of 1923 would have been prevented if the buildings had been properly constructed.

## The greatest enemy of your skin

In the care of your skin have you reckoned with the most powerful, the most persistent enemy it has—the outside enemy?

Skin specialists are tracing fewer and fewer troubles to the blood—more to bacteria and parasites that are carried into the pores of the skin with dust, dirt and grease.

Examine your skin closely. If it is rough, inflamed, congested or excoriated, you are providing the very best soil for the thriving of these bacteria.

**How to make your skin resist this enemy**  
Begin the treatment tonight. With warm water work up a heavy lather of Woodbury's Facial Soap in your hands. Then with the tips of your fingers rub this cleaning, antiseptic lather into your skin using an upward and outward motion. Rinse well with warm water, then wash with a piece of linen.

Use the treatment five or six times and you will see a marked improvement. If your skin should become very inflamed, discontinue and use the soothing liniment supplied. Woodbury's Facial Soap is the work of an authority on the skin and its ailments. Use it regularly in your daily wash and keep your skin clear and healthy, free from blemishes, and its radiant beauty will naturally meet itself.

Woodbury's Facial Soap costs little to rub. No one knows at 10¢ per tin after their first rub.



For sale in Canadian Provinces (See ad in this issue, including distribution).

## Woodbury's Facial Soap

## The Gasoline Automobile

By VICTOR LOUGHEED

The gasoline automobile has become one of the most important of modern means of transportation. It has revolutionized the way of life, and has become a necessity for the modern man. The gasoline automobile is a machine that is constantly improving, and it is only a matter of time before it will be a completely new machine. The gasoline automobile is a machine that is constantly improving, and it is only a matter of time before it will be a completely new machine.

THE MACLEAN PUBLISHING COMPANY, LIMITED  
TECHNICAL BOOK DEPT. 145-153 UNIVERSITY AVENUE, TORONTO

**McCASKEY SYSTEM**

## A Revelation in Handling Accounts

The simplicity of the "McCASKEY ACCOUNT SYSTEM" has won favor for it wherever it has been put to use. It is a system that brings big returns for a small outlay. It has placed thousands of merchants' accounts from a deficit to the profit side. It eliminates errors and disputes between customer and merchant. The account is placed before the customer in such a way that he can tell at a glance how the accounts stand.

## In One Writing

It takes care of your purchases as well as your credit sales. Unavoidable discounts are eliminated. It gives the merchant time to plan ahead for bigger and better business building.



**Dominion Register Company, Limited**

32 Ontario Street, Toronto, Canada

BRANCHES: Trafford Park, Manchester, England; Melbourne, Australia

## The Money Market

General Business Conditions, Real Estate, Bond and Stock Developments are discussed every week in

**THE FINANCIAL POST OF CANADA**

The editor of The Post's Investment Information Bureau is free to subscribers Write for Sample Copy. Published Saturdays. 25¢ per volume.

**THE FINANCIAL POST OF CANADA**

"The Canadian Newspaper for Investors."  
TORONTO, CANADA

## The Third Chapter

Continued from Page 12.

Suaved indeed. So far these have been no days but people and towns were moving, though two or three were hardly so far driving. The first night of forty or fifty below zero was not really so unpleasant as one or two others in December when a low temperature was accompanied by heavy frosts in the air and followed by a light east wind. True, we have had what the skidsteers call an exceptionally late winter, but it could afford to be much more without being at all unseasonable. In Grande Prairie the extreme weather has never been of long duration. In most other sections of the North I suppose it is more considerable but even here across the climate seems to compare favorably with that of Saskatchewan. When one hears dozens of sections from the north of Oklahoma, California and Texas praising the climate unthinkingly and moving back to the Peace River valley after several seasons' experience, he can only conclude that the rigors are not to be particularly dreaded.

At Athabasca Landing, which is ten feet lower to experience any very marked effect of the Chinooks, was an Englishman who had lived for some years in Ontario and Ohio. His remark when told we were from the Banner Province was startling.

"The only thing I don't like about Ontario is that miserable climate."

"What, do you prefer this climate?"

"Yes, very much."

Married? The merchants of the Pacific will be the future outlet for our surplus products and we shall be exempt to them from any other important source of the province. Besides the E.D. & S.O. Railway heading for Spirit River, Prairie; the Grande Central, branching south to the Crossing and the north side of the Peace; the Alberta and Great Westways striking north-west from Edmonton to McFadden; and the C.N.R. proceeding from Edmonton through Grande Prairie, the G.P.R. and the C.P.R. both have proposed lines directed toward the Peace. The C.P.R. has bought the Saskatchewan at Edmonton and erected a large depot on the north side. A British Columbia railway is building up the Fraser valley. This will give immediate relief to Vancouver. These exports are there are only a question of time.

Meanwhile the effect of settlement and general development of the country have been affording compensation profits. But by the census commands not to obtain credit a pound. Pork was, and is, twenty cents, but now is fourteen to 25 cents; butter, sixty cents a pound, and now fifty cents a dozen. On the fish and seal and thirty-five to fifty cents a bushel, and about \$1.50 to \$2.00 a bushel, rising five cents a bushel. These prices, but as it is usually purchased wholesale, must being bought by the quarter and transported back along the place of fresh or seasoned, the cost of preserving a table is not, after all, so much higher than in the East.

## The Shame of It

Continued from Page 5

between going through London with a bank-book. After two or three weeks we were in it up. The Banner Province at this time knew and was too hard to come to us, or else he had pulled out altogether. The whole affair made a great difference to us. I consider particularly how Manx put it.

"The way I see it," he said, "is that we're false down in the only thing we suppose to be any good and the more we have and head in order that should know how to handle just such an affair as this one of Stewart's, and we made a ghastly mess of it. Of course he didn't want to be accused. I don't believe there was any living in his clothes at that the power devil had any under-thrust in us. The odds were all against him, but he saved on something like this odds and appearances and trusted us to most him on that ground—honor. We simply couldn't do it. We went all to pieces, and Stewart was the only gentleman in the room. We had his word, that was all we had any right to demand, and it should have been enough. I believe he did a very decent thing. I put Stewart up for membership again, Manx and I mentioned him, and as Manx was in the connection it went through very quickly and Peterson and the law with the fifty pounds he won. Speaking of it afterwards, Peterson and he did perfectly well Stewart would turn up again, because the man who did what he had done wasn't the sort who was easily knocked out. Then he started back to Athabasca."

The next two years slipped by. Manx and I went up to Spirit River, and then had a lot of shooting with at Manx's. He needed England just before Christmas and the first man we found at the club was Peterson, looking blacker and browner and richer than this. You have that queer feeling of recognition that one sometimes gets—well, we all had it. I had expected to meet Stewart round a corner. Manx and Peterson felt the same way.

"Hard nothing of him?" said Peterson.

I took up head, "No, but—" Then we all started. Stewart himself was coming up the steps of the club. He had filled out—was dressed like the rest of us, and carried him down as high as ever. He walked very deliberately and looked much younger.

We spoke of him with each other. Presently he came to the smoking room. I shall never forget the look he gave us as we got up and faced him. There was no reproach, but it was the deepest look I have ever seen in a human face. He laid out his head, and I knew that we all should sit for a long time and keep pumping it up and down. All Peterson had said and came horribly and true. And he had done. There some other man came in and in five minutes we had all gone back to years and started over again.

Stewart sat at the table had talked his way out in Canada and struck at Calcutta.



**MARSH HYGIENIC RUBBER FINGER PADS**  
For the protection of the hand from the effects of cold, wet, and dry weather, and for the prevention of blisters and chafing, these pads are indispensable for all who are exposed to the elements.  
**The Brown Bros., Ltd.** 25 Wellington Terrace, London, W.1.  
For Sale in Canada: The Canadian Rubber Co., Ltd., 100, Queen's Road, Toronto.

**DAILY LEDGER CONTROL** (with 1000 and 5000 forms) (with 1000 and 5000 forms) (with 1000 and 5000 forms)

DAILY LEDGER CONTROL										DAILY LEDGER CONTROL									
DAILY LEDGER CONTROL										DAILY LEDGER CONTROL									
DAILY LEDGER CONTROL										DAILY LEDGER CONTROL									
DAILY LEDGER CONTROL										DAILY LEDGER CONTROL									
DAILY LEDGER CONTROL										DAILY LEDGER CONTROL									

## Quick Work on Trial Balance

"How long does it take you to get your trial balance?" asked the president of a large department store of his branch manager.

He mentioned the bookkeeper the manager asked, "Are your postings and balancing sheets all completed up to date?"

Being assured they were, the manager turned to the president and said:

"All right, I can give you the balance for any day you name within ten minutes."



"Well, what was it on the 17th of this month?"  
In exactly one minute and 30 seconds the bookkeeper returned and reported the balance on that date. The figures were correct.

## Comptometer

**Adding and Calculating Machine**

The secret of this quick action was the combination of the Comptometer with the Daily Ledger Control and Comptometer Book Trial Balance—a one minute trial balance is made in 10 seconds. The Comptometer is the only machine that can be used for the purpose of adding and calculating. It is the only machine that can be used for the purpose of adding and calculating. It is the only machine that can be used for the purpose of adding and calculating.

**"Leading the Bookkeepers Out of Bondage" FREE**

This amazing time-saving booklet tells the story of the development of mechanical addition and calculation by Peter E. Felt, the pioneer of the adding-machine industry, and explains the principle of the Comptometer. It is a booklet that should be in the hands of every bookkeeper. It is a booklet that should be in the hands of every bookkeeper. It is a booklet that should be in the hands of every bookkeeper.

**FELT & TARRANT MFG. CO.,**  
1715-21 St. Pauline St., Chicago, Illinois.

Montreal: The Canadian Rubber Co., Ltd., 100, Queen's Road, Toronto.  
Toronto: The Canadian Rubber Co., Ltd., 100, Queen's Road, Toronto.  
Ottawa: The Canadian Rubber Co., Ltd., 100, Queen's Road, Toronto.  
Calgary: The Canadian Rubber Co., Ltd., 100, Queen's Road, Toronto.  
Vancouver: The Canadian Rubber Co., Ltd., 100, Queen's Road, Toronto.









## The most durable finish ever made

It makes old woodwork look new and is a money-saver for every family. It dries quick and hard with a durable, glossy finish. Can be easily cleaned and is very sanitary.

**Kyanize Floor Finish** made to stand

the scuff and tread of heavy shoes on floors and staircases, is equally good for all interior woodwork and furniture. You can use it yourself with wonderful results.

**Kyanize Spar Finish** is for exposed

work on front doors, piazza furniture, canoes and motor boats. It stands the weather and water won't hurt it.

**Kyanize White Enamel** is the whitest enamel you can get. Dries with a brilliant white enamel finish that stays white.

# USE *Kyanize*

KY-AN-IZE

**For All Floors, Woodwork  
and Furniture**

**BOSTON VARNISH COMPANY**

38 EVERETT STATION - BOSTON, MASS., U.S.A.

#### FILL IN COUPON NOW AND MAIL TO-DAY

Send us this coupon and 30 cents for postage and brush to put it on with, and we will mail you full 70c. can.

#### Check Color You Wish

Cherry, Walnut, Mahogany, Light Oak, Dark Oak, Rosewood, Colonial Green, Clear or White Enamel.

**BOSTON VARNISH CO., 38 Everett Station  
Boston, Mass., U.S.A.**

I enclose 30 cents for postage and brush.  
Please send me full 70c. pint can Kyanize.

Name.....

Address.....